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AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

JUNE 1, 1960

Serial Dept.

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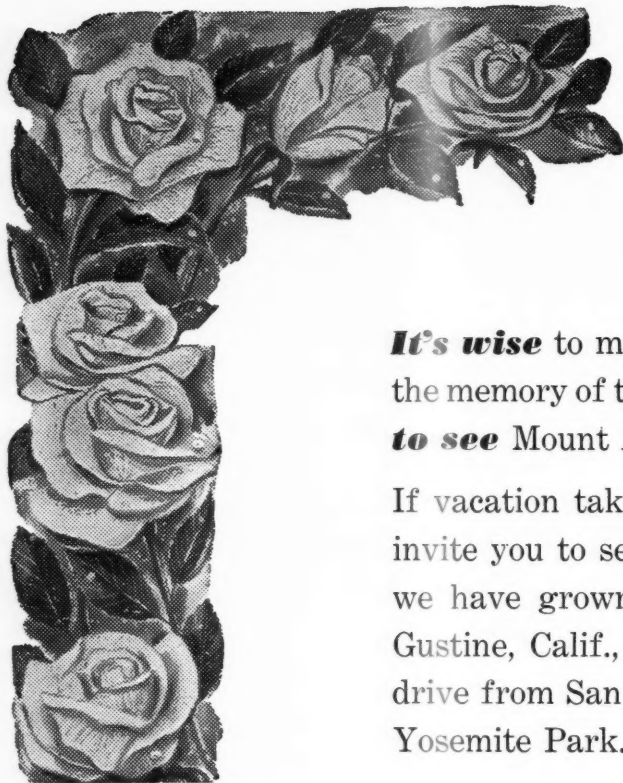
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AMERICAN NURSERYMAN

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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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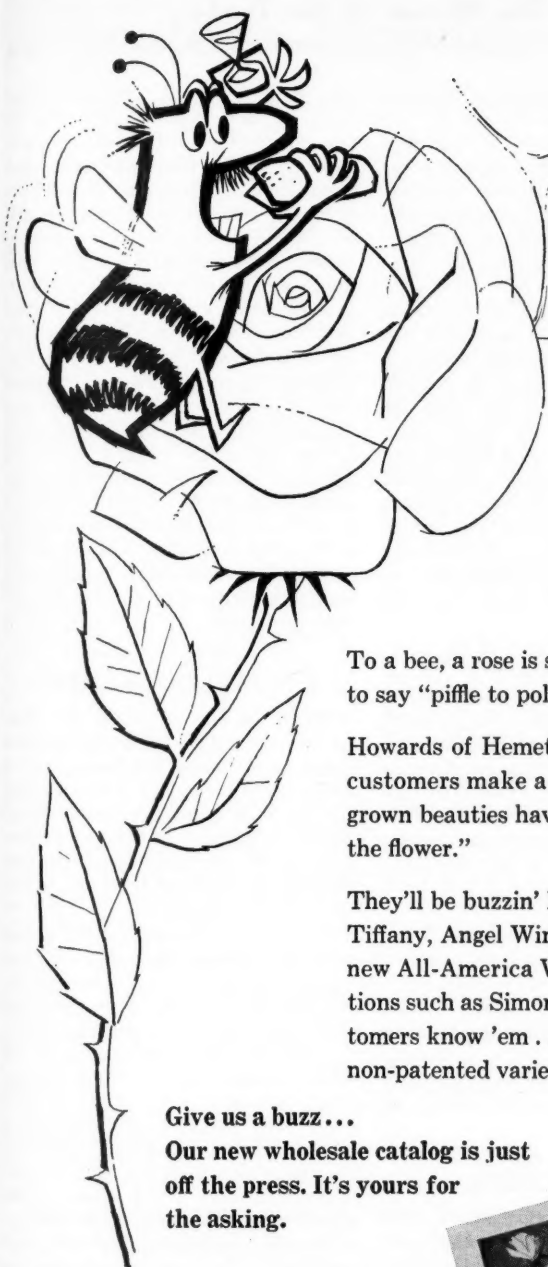
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**MAIL COPY FOR THE BIG JULY 1 ISSUE (A.A.N. SPECIAL NUMBER)
TO REACH THE OFFICE THURSDAY, JUNE 9.**

Forms for the July 15 issue will close Friday, June 24

Mail copy to arrive at Chicago by these dates—no later!



**"PASS
THE
NECTAR,
HECTOR..."**

To a bee, a rose is sort of a ham sandwich. But a nurseryman is apt to say "piffle to pollen . . . just pass the money, honey."

Howards of Hemet roses are fairly loaded with loot, because your customers make a bee-line for them. They know these fine field-grown beauties have more "zoom in the bloom" . . . more "power in the flower."

They'll be buzzin' like crazy for our own bee-witching originations, Tiffany, Angel Wings, Tom Tom. Our hive is also headquarters for new All-America Winners (Duet, Pink Parfait), first-run attractions such as Simone, Pale Face, Suspense, etc. Fact is, "if your customers know 'em . . . we grow 'em" . . . all the popular patented and non-patented varieties.

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Our new wholesale catalog is just
off the press. It's yours for
the asking.



*"Seasoned Rosebushes"
for the wholesale trade exclusively.*

HOWARDS of HEMET
"Seasoned Rosebushes"
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AMERICAN NURSERYMAN

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Editorial

GARDEN DESIGN

Just as untutored tourists admire architectural monuments of another era in their travels, so frequently do visitors find enjoyment in the plantings and gardens of old homes or estates. This is recognition of an art that may not be understood without its meaning being conveyed by persons with knowledge of architecture and design.

Similar pleasure is found in many gardens of the present day. Most of these are the result of careful planning by landscape architects or persons similarly trained, usually professionals, though sometimes amateur gardeners of exceptional taste. The superior merit of such plantings emphasizes even more the lack of planning or design in most of the gardens about the multitude of new homes that spring up on every hand.

Probably the basic reason is that few of these contain even rudimentary plantings supplied by contractors, nurserymen or other professionals. The owners have put in a few shrubs and an occasional tree and perhaps some form of garden without more intent than to set off the lawn which is seeking a foothold.

In time, some of these homeowners, especially if they become interested gardeners, come to understand that something is lacking in their home grounds. In response to this feeling of need, perhaps, one finds more articles on landscape design in the garden magazines today, rather than total absorption in plants and gardens of a particular type. Newspaper garden editors are likewise devoting more space to the subject, on occasion, and probably this is much helped by the publicity releases of the A. A. N. and other organizations.

Inquiries of garden center operators and retail nursery firms result, especially in spring and early summer, and if a landscape planting service is available in conjunction,

business develops. Perhaps all that is necessary is pointing out to the interested homeowner or budding amateur gardener that design is an essential to success in the arrangement of plants in the home grounds, design which takes into account not only colors and forms, but also sizes and patterns.

It should be pointed out that copying a design or pattern is not the answer. Each homeowner finds different problems involved, according to his property, the type of house, the size of his family, etc. While personal likes and dislikes are to be avoided in achieving the purest form of design, in practical application the owner's preferences are to be taken into account. If he is untidy by nature and undisciplined in character, probably there is little help to be given.

But most of the faults of the average gardener are lack of a definite goal. This results in indecision in the character of his plantings, often overcrowding and usually the lack of a dominant or principal interest which is to be found in good design. If the individual can be taught to seek simplicity and unity of interest as a way to avoid the appearance of disorder, a step forward has been achieved.

An experienced nurseryman, particularly one who has been engaged in home planting or maintenance, has developed some facility in the analysis of faults often found in home garden design. The home gardening public seems ripe for more instruction and information in regard to good garden design.

JUNE PROBLEM

This month, scores, even some hundreds, of young men who have just completed their school or college training in horticulture will seek employment in their chosen field. Many already have definite jobs to enter upon receiving their diplomas.

Quite naturally they seek a return for the years and expense they have invested in gaining knowledge and training for the future. The marked rise in the cost of college tuition, not to speak of higher living costs, has made this investment a considerable one. Hence they expect more than just the wage for labor and wonder how to get it.

The nurserymen who, for the most part, will provide these young men

with employment will measure their rates of pay, from business experience, in the terms of production and capacity, rather than investment and experience. A sum of money regarded as an investment may lie idle in a bank at no return, or it may earn a comparatively low rate in a savings bank or invested in bonds, though it may earn very much more as a capital asset in a business venture coupled with ability and energy.

Hence earning power stems from the ability to produce. The usual graduate has little evidence of what he can do in that regard, unless he has had an earlier opportunity for demonstration. But the opportunities in this industry are many and varied, so that the individual who shows he can produce will rate a good return on his investment in gaining knowledge and training.

THE SELLERS' REMEDY

When stock becomes plentiful, complaints are likely to appear from sellers that prices are being driven down to unprofitable levels by the buyers, who naturally wish to secure merchandise as cheaply as possible so as to obtain a satisfactory markup and still sell at an attractive price to the public.

The grower of nursery stock knows that his merchandise costs money to produce, just as any other article, whether manufactured or from the soil. If he is forced to drop his prices to move his merchandise, his profits diminish and sometimes he fears they may disappear. Of course, in that eventuality the stock will no longer be profitable to produce, and if it thereafter becomes scarce, the demand will force prices up to profitable levels again. That is the old law of supply and demand, which is still working in this field as well as every other, except where the government provides price supports.

But often a seller yields in the matter of prices merely because of the buyer's representations and insistence, when actually there is no surplus of stock. Firmness in such a situation is the only remedy the grower can employ to maintain profitable prices. Nurserymen know better than anyone else what stock costs to produce, even when it is not known accurately, and in such an active and increasing market as they face today, they have as much right as the next fellow to profitable employment.

Weather Plagues Mail-Order Season

Late Spring Sales, Follow-Up Business Help Make Up for "Lost" Month of March

March was practically a lost month in the sales records of most mail-order nurserymen in the east and midwest who have reported on their spring business this year. January and February brought about a normal volume of orders, but the severe weather conditions through most of March, usually a heavy shipping month, radically reduced buyers' response, and the pickup that occurred near the end of the month and in a milder April, after catalog follow-up, was not expected to counterbalance the losses. Northern dealers especially noted lack of orders from southern areas where planting was affected by unseasonably cold weather. A cool May was giving some aid.

Besides restricting order receipt, the spring weather hampered northern operators' field work, first by the cold and then by rains and excessively warm spells. Parcel post and express service continued to draw complaint for both cost and delivery delays. No shortages of stock were reported, but sales increases were credited to package items, perennials, trees and flowering shrubs and garden seeds. Bargain collections also seemed to appeal.

New York Reports Varied

Despite a short season, the spring business was good, reports Howard W. Maloney, Maloney Bros. Nursery Co., Inc., Dansville, N. Y., in a letter as follows:

"Our spring business was good. We, of course, had an unusual season. The weather was cold all during

March; April broke like summer, and everyone wanted his stock at once. May turned warm, and a short season here seemed likely.

"Fruit trees, particularly apple, were in plentiful supply. Transportation seemed to be a little better than last year's. Our package business is increasing all the time, and our retail business seemed good, even though we are not in this phase as much as previously.

"It appears that people want things reasonably priced, particularly in the garden stores and at wholesale, but that first-class merchandise will sell regardless of the price."

"This has been a poor season for us," writes John W. Kelly, Kelly Bros. Nurseries, Inc., Dansville, N. Y., continuing: "First of all, we were late with our catalog and missed the month of January, which was a fairly good mail-order month, because the weather was mild. Then during February, March and early April, inclement weather had a noticeable effect on business.

"While we are still getting a good volume of business and our drive-in trade has been good, we don't expect to pick up what we lost earlier. It was just one of those seasons that had too many obstacles to make it a good one."

The loss felt by Stern's Nurseries, Geneva, N. Y., from slow-starting catalog sales will probably be made up by the favorable response obtained with follow-up mailings in April, according to Otto Stern, who writes:

"Returns from our spring catalog

were most disappointing until late March. Apparently customers are more inclined to place their orders when the time for planting has come.

"We received heavy catalog returns during April and into May, but this will not make up entirely for the slowness of earlier returns. Indications are that total catalog returns will remain about 20 per cent below expectations.

"Follow-up literature mailed later during April is producing satisfactory results, and it appears likely that the over-all outcome of our spring season, in spite of disappointing catalog returns, will be fairly satisfactory."

Michigan Season Has Setbacks

"I am happy to report that the season appears to be winding up at a satisfactory level," writes H. M. Burgess, Burgess Seed & Plant Co., Galesburg, Mich. "January and February ran fairly equal to the first two months of 1959, but we experienced one of the worst setbacks of recent years during March, which was probably due primarily to weather conditions through the country.

"April made up all of the loss of March and we stand currently about 2 per cent ahead of the same date a year ago. May is never a heavy month, at best, in our mail-order operation, but I think I am safe in saying that we will end up slightly ahead of last year.

"If I were to break down our business into various classifications, I

[Continued on page 76]

ALL-AMERICA ROSES MEET THE PRESS

The two All-America roses for 1961 made their debut before eastern newspapers and magazine representatives at a press meeting held May 10 at New York, N. Y., by All-America Rose Selections, Inc. Paul W. Howard, Howards of Hemet, Hemet, Calif., A. A. R. S. president (right), is shown congratulating J. Awdry Armstrong, Armstrong Nurseries, Ontario, Calif., on his prize-winning rose Duet, as Anne Purves, Miss All-America Rose, looks on. The other A. A. R. S. winner for 1961, Pink Parfait, is also an Armstrong Nurseries introduction.

Among other trade members present at the press meeting were Eugene Boerner and Ken Tack, Jackson & Perkins Co., Newark, N. Y.; Charles Burr, C. R. Burr & Co., Inc., Manchester, Conn.; Sidney B. Hutton, Sidney B. Hutton, Jr., and John Lemon, Conard-Pyle Co., West Grove, Pa.; E. M. Dering, Peterson & Dering, Scappoose, Ore.; Clark Kidd, Arp Nursery Co., Tyler, Tex., and George White, Bobbink Nurseries, East Rutherford, N. J.

Given to each guest at the meeting was a handsome presentation folder containing Kodachromes and color photographs of Duet and Pink Parfait along with descriptive material on the roses and on the function of A. A. R. S. A similar meeting held May 6 at San Francisco for representatives of the west coast press is reported in the Pacific Coast section of this issue.



Southern Wholesalers Report Year of Problems

Bad weather seriously hampered southern wholesalers in their spring programs almost uniformly across the country. Both Florida and Texas nurserymen traced weather problems back through fall and winter, as well as spring. March, particularly, was unprofitable for orders and lost for field work. Substantial reductions in sales volume are not noted in the reports, particularly as a cool spring developed, but the problems in labor and costs created by the weather and the final rush have made the year one to be remembered, reports indicate. The lateness of digging and shipping programs also caused a delay in planting operations.

Some stock damage was reported in Georgia and Texas, the latter state receiving weather that injured many roses last fall. Good rose stock has been well cleared this spring, and a smaller harvest is mentioned for this year. The price trend is up slightly in roses, one Texas grower states. A new grading program in Florida was also seen as likely to increase prices. So far, this season's growth of planted stock looks good.

Container stock sales continue upward, and several growers mention expanding efforts in this field. An Alabama report tells of clearance of Magnolia soulangiana and dogwoods, and in Kansas, large trees and upright evergreens became scarce. Planting for next year will be in normal volume, most growers state.

Tennessee Season "Hectic"

Delays caused by bad weather increased the shipping rush and raised costs, although volume was maintained, writes A. D. Cartwright, Jr., Cartwright Nursery Co., Collierville, Tenn. Details follow:

"We have just about completed the most hectic shipping season we have experienced since we have been in the nursery business. Because of snow and bad weather, we lost the entire month of March, both for shipping and digging, and consequently we started out in April almost from scratch. During April, we did a volume of business equal to what we normally do in March and April and, consequently, were working under extreme pressure all of the time. In addition to this, we had extremely hot, dry weather through

April, which hampered our digging and shipping operations considerably.

"The demand after the weather opened up was good, and we shipped approximately the same quantity of nursery stock this season that we did last season, but had to do it in half the time. Because of the extreme rush, it was necessary for us to use a great deal of inexperienced labor, which multiplied our problems considerably, and while I believe that our volume of business this year, dollarwise, will be about equal to last year's, our profits will be very much lower, due to increased costs because of the rush under which we operated.

"We are now doing our spring planting, which should have been completed a month ago; however,

we are having favorable weather and hope that our planting will be successful. We are planting as much nursery stock this year as we did last year. Inasmuch as we did not get repeat orders this year and did not have the increase in business which we had anticipated, we will have to carry over considerable stock for next year."

Rushed, but a Good Year

A delayed program was troublesome, but sales volume was maintained, declares George A. Cultra, Morning Star Nursery, Inc., Rives, Tenn., in the following spring survey:

"This has been one of the most hectic spring seasons that we ever experienced. It was one mad rush from the beginning to the end, which was about May 7. Normally we start shipping around March 1, and this year we had snow on the ground until March 21.

"We were blessed with excellent weather after the season did begin, and we lost little time. With a rec-

[Continued on page 65]

Continuing Gains Noted In West Coast Reports

Reports from the Pacific coast tell of continuing gains in California, not only in local sales but in shipping to other parts of the country. Weather problems did not arise there to the same troublesome extent that they did elsewhere, but reordering from the east was affected, according to report. Stock was of good quality, with few items in surplus. Prices were firm, and some further increase is indicated. Sales of roses and container ornamentals exceeded those of last year. Expansion of container growing is indicated.

In Oregon, the season was exceedingly active. There was some unfavorable weather, but stock was not damaged. Field work was delayed, but growth is not retarded. Flowering trees and evergreens cleared well, and specimen stock showed likelihood of being scarce for some time to come. Prices were reported up slightly, to cover steadily increasing costs. Production is described as still on a conservative basis.

Excellent California Season

In spite of curtailed reordering due to weather conditions through most of the country, sales of roses

and container ornamentals at Armstrong Nurseries, Inc., Ontario, Calif., showed sizable increases. John Armstrong, Jr., outlines the season as follows:

"Wholesale demand this spring has been excellent, particularly for rosebushes and container ornamentals, and sales in both categories were up considerably over those of the previous year.

"Growing conditions at our new San Joaquin valley growing grounds were never better, resulting in our harvesting one of the finest rose crops in our history. Strong initial demand and early ordering were noted from all areas of the country, with shortages of many key varieties developing early in the season. Reordering from many areas of the midwest, east and southeast was definitely affected, however, by extended winter weather.

"Our available rose crop for the coming season will be approximately the same size as it was this past year. Growing conditions have been most favorable, and an excellent crop is in prospect.

"Prices are firm, and no changes

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California Increases Promotional Activities

By Richard B. Kilner

Pennants were waving and colorful streamers glowing at California nurseries early last month announcing the second annual Can-Can Planting Carnival. But even as it opened, this cooperative spring sales promotion of the California Association of Nurserymen was already partially eclipsed by preparations for more extensive events this fall and next spring.

Full-scale plans can be made—and made now—as a result of the 40 per cent dues assessment for the market development program voted at the C. A. N. convention last September.

At a meeting of the C. A. N. publicity committee at Hyatt House, South San Francisco, early in April, the committee apportioned some \$30,000 for specific promotional materials and services. The following proposals gained approval:

1. A library of color and black



"Zing—it's Spring" was the theme used this year in promotional material prepared by the California Association of Nurserymen for its Can-Can Planting Carnival.

and white plant photographs, in which each plant will be pictured twice, one view showing it in a 1-gallon can in a nursery, another as it appears at average growing height in a landscape scene. From these pictures, 100 plant drawings and mats will be made for use of individual nurserymen.

2. A monthly sales and merchandising bulletin similar to that published by the A. A. N. It will be titled the Can-Opener.

3. A sales clinic film. This will show nurserymen how to set up effective displays, make tie-in sales, advertise, etc.

In addition, there will be paid association advertising for the first time to support the efforts of the individual nurserymen during the cooperative promotions. This adver-

tising will appear in Sunset magazine and in every Sunday newspaper in California.

The funds made available by the assessment also make it possible to prepare promotional materials in advance, so that they will be available at least 90 days before a sales event. In the past, it was necessary to wait for participation commitments before orders could be placed, with the result that materials sometimes arrived at the last minute or late.

Hampered Planning

More important, this prevented many nurseries from making well-organized promotion plans in advance. Actually, all of the steps taken by the committee should prove beneficial not only in the cooperative promotion but also in day-to-day operations.

The already accelerated press release phase of the program is being stepped up even more. Since Pettler Advertising, Inc., was named as agency for the association, the amount of free publicity has nearly doubled.

The total for the most recent 12-month period tabulated was 108,000 inches, as opposed to 64,000 two years earlier. All garden editors who are not running C. A. N. releases, or who are using the material without mentioning the association by name, are being contacted to give greater cooperation in the future.

Looking ahead to enlarged, hard-hitting campaigns this fall and next spring, the association carried on this spring's second annual Can-Can Planting Carnival with comparative

[Continued on page 34]



Placards, streamers and pennants obtained through the C. A. N. proclaim this nursery's participation in the Can-Can event. About 100 member firms cooperated.

Sorting the Woody Ornamentals

Few Spireas Popular Despite Range in Height And Blooming Time

By Donald Wyman

Horticulturist, Arnold Arboretum

Spireas, as a group, are not an important part of the garden picture. A few have been extremely popular, and at least one may have been overplanted in the past. Of the 149 spireas listed in this article, 84 are growing in the Arnold Arboretum and only half that number are offered by American nurseries.

In the recommended list are only 28 species and varieties that I think are worthy of consideration for landscape planting, a too-large number made necessary because there is a spread of nearly three months in the time of bloom. Also, those recommended range in height from one to 12 feet, so that actually there are none too many for specific purposes.

There are several native to North America, but these have not been selected as worthy landscape plants. *Spiraea latifolia* is the hardiest of all (zone 2) and grows about four feet tall, with white to pink flowers in

pyramidal spikes, but it is only planted in the coldest regions (if at all) where other plants are not hardy.

Spiraea tomentosa, the native hardhack spirea of the eastern United States, is a weedy, 3-foot-high shrub with poor foliage, possibly looking well in old cow pastures where it is native, but suited for little other than naturalistic plantings. It is listed by only a few United States nurseries.

The majority of those recommended are hardy in either zone 4 or 5. Other than those already mentioned, it is highly probable that most spireas would suffer winter injury and hence require much renewal pruning if tried in colder areas, although there may be a few exceptions. For instance, F. L. Skinner, Dropmore, Man., Canada, lists *Spiraea bumalda* Anthony Waterer, *biliardi*, *media sericea*, *menziesi*, *pikoviensis*, *trichocarpa* and *trilobata*.

As a group they are valued chiefly for their flowers. None have ornamental fruits. Only a few, like *S. prunifolia* and *thunbergi*, may have autumn color worth mentioning.

Concerning the time of bloom, they are listed below in groups as they bloom in the vicinity of Boston, Mass.

Early May	June	Early to
<i>thunbergi</i>	<i>brachybotrys</i>	Mid-July
Mid-May	<i>decumbens</i>	<i>albiflora</i>
<i>arguta</i>	<i>margaritae</i>	<i>bumalda</i>
<i>multiflora</i>	<i>nipponica</i>	<i>canescens</i>
<i>prunifolia</i>	<i>superba</i>	<i>japonica</i>
Late May	<i>trichocarpa</i>	
<i>cantoniensis</i>	<i>veitchi</i>	July-August
<i>vanhouttei</i>	<i>wilsoni</i>	<i>bullata</i>

Most growers know that spireas can be divided into two groups for pruning purposes. Those that bloom

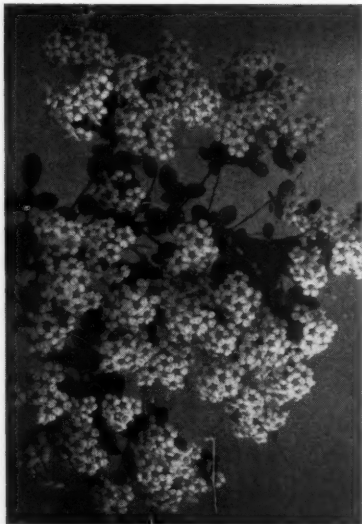
Spiraea is the correct spelling of the common name, but *spiraeca* is the correct spelling of the Latin or scientific name.



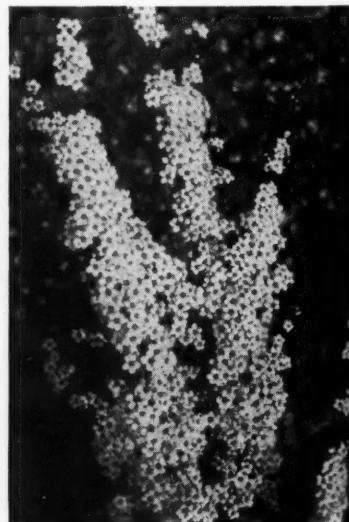
Spiraea Bumalda Crispa

on the previous year's growth (i.e., the early-flowering ones) should be pruned after they flower. Those that bloom on the current year's growth should be pruned before they flower. In fact, if this is done in the very early spring, this is one of the ways to increase the size of the flower clusters of such species as *bumalda*, *japonica* and *margaritae*. Other species blooming on the current year's growth are *albiflora*, *bullata* and *canescens*. (All the others in the recommended list bloom on the previous year's wood.)

As a group, the spireas are thought of as having small, creamy-white flowers in flat clusters or pyramidal spikes. Mention must be made of four species with pink flowers—*brachybotrys*, *bullata*, *margaritae* and *super-*



Spiraea Nipponica



Spiraea Arguta

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ba—and two species with deep pink and almost red flowers—bumalda and japonica.

Anthony Waterer is perhaps the most popular of all low red-flowered spireas, but bumalda crispa has flowers practically the same color and much better foliage. Both are about two feet tall, while the japonica varieties are about twice that height. These are undoubtedly mixed up or misnamed in the trade. The variety with the darkest red flowers of all the spireas is *S. japonica atrosanguinea*. The variety *ruberrima* has lighter-colored flowers, but they are still an excellent deep pink.

Finally, mention should be made of height and habit of these spireas. The lowest ones are *decumbens* and *bullata*, which are 12 inches and 15 inches tall, respectively—suitable only for planting in limited situations. *Spiraea albiflora* is only 18 inches high, and the bumalda varieties are about two feet. The tallest of the recommended spireas is *S. veitchii*—about 12 feet high; there must be a lot of planting room available to put in such a plant, requiring an area of at least 225 square feet, where better shrubs like viburnums or rhododendrons would give much longer ornamental interest.

It must be admitted that species like *S. arguta* and *vanhouttei* have a gracefully arching habit which is difficult to improve upon, especially when the branches are covered with flowers.

Spireas are easily propagated by cuttings, grow fast and so make saleable plants in a short time. They have no serious insect or disease pests, can be harshly pruned and recover quickly and so have been used as cheap landscape "fillers" in many situations. As they mature they frequently require renewal pruning. The discerning plantsman will not grow many spireas, and the more valuable space available, the fewer are the spireas that should be considered for it.

Recommended Spireas

Following the name of each recommended species appear its mature height in feet, hardiness zone, place of origin and common name. The zone numbers are those on the hardiness map in the author's book "Shrubs and Vines for American Gardens."

S. albiflora: 1½, Z 4, Japan, Japanese white spirea—This species is in many nurseries as *S. japonica alba*,

Illustrations with this article are from photographs supplied by the Arnold Arboretum, Jamaica Plain, Mass.



Spiraea Prunifolia

which is actually a synonym. It is a fine July-blooming, low, white spirea, which can be used to excellent advantage with the pink to red-flowering *S. japonica*, which is taller. It is also good to use in combination with *S. bumalda*.

S. arguta, 5 to 6, Z 4, (thunbergi x multiflora), garland spirea—Originating before 1884, this is the most free-flowering of the early spireas, blooming in mid-May. The white flowers are borne in small umbels on arching branches, making it excellent for specimen planting.

S. arguta compacta—The plant in the Arnold Arboretum is still small, but it looks as if it might have merit for ornamental planting.

S. brachybotrys: 8, Z 4, (canes-

cens x douglasi)—One of the best of the taller, summer-blooming spireas, with small, bright pink flowers in panicles one and a half to three inches long. Blooms in late June.

S. bullata: 15 ins., Z 5, Japan—Flowers deep rosy pink, July and August; valued only as a dwarf shrub.

S. bumalda crispa: 2, Z 5, (japonica x albiflora)—Bright crimson flowers in flat clusters sometimes as much as six inches in diameter, the same color as those of Anthony Waterer. This is of particular interest because of its leaves, that are slightly twisted or crinkled, making it an excellent specimen for its foliage as well as its bright flowers.

S. bumalda froebeli: 3, Z 5, (ja-

[Continued on page 71]



Spiraea Trichocarpa

Virginia Short Course On Highway Landscaping

By Albert S. Beecher

The sixth annual landscape short course sponsored by the Virginia agricultural extension service of the Virginia Polytechnic Institute in co-operation with the landscape division of the Virginia department of highways was held at Blacksburg, Va., on the campus of V. P. I. In addition to the nurserymen and landscape architects in attendance there were representatives from 35 different agencies or organizations that are responsible for the designing, planting and maintenance of Virginia roadsides, parks and grounds of public institutions. The program included papers on plant maintenance, plant diseases, weed control, turf management, plant selection and landscaping of the new interstate highway system.

The program marked the final official appearance of Prof. A. G. Smith, Jr., V. P. I., as his retirement became effective at the close of the course. It was largely through Professor Smith's efforts that the Virginia Nurserymen's Association became organized and later developed into a strong state nursery association. During the course, the members of the department of horticulture presented Professor Smith with a gift.

On the opening day the program was divided into two sessions. One session was planned especially for

the highway landscape personnel, and administrative matters were discussed. The other session was planned chiefly for nurserymen and park and public grounds officials. At the latter session "Landscape Considerations for Parks and Public Grounds Officials" were discussed.

Maintenance Objectives

Prof. A. S. Beecher, extension horticulturist, V. P. I., opened the session by talking on "Maintenance Problems." He pointed out that the maintenance of public grounds has become increasingly costly and complex. Planning is important in a maintenance program, and the grounds superintendents must take time out to make long-range as well as short-range plans if the job is to be done efficiently and within the budget. A well-developed maintenance program includes planning; scheduling; growing and maintenance of turf; planting and care of trees, shrubs and perennials; tree removals; equipment maintenance; insect and disease control; weed control; soil erosion; land preparation; maintenance of roads and parking areas, and cleanup.

It is important for the maintenance man to have a set of objectives to work toward. These objectives might be

(1) A program directed toward

seeing that the grounds are clean and orderly in appearance; (2) protecting the health, safety and convenience of the people using the grounds, and (3) fulfillment of the proposed design.

In carrying out the third objective, it will be desirable for the maintenance man from time to time to consult the original designer or a competent nurseryman to reevaluate the over-all design. It may be necessary to add new material to create year-around interest or to add material where the plantings do not come up to the original expectations of the designer.

The next speaker was Dr. R. H. Gruenhagen, plant pathologist at the college. Dr. Gruenhagen outlined some of the plant diseases that give nurserymen and grounds superintendents the most trouble. Those in attendance were invited to take advantage of the plant disease clinic at V. P. I. by sending in diseased plant material for diagnosis. Plants sent in to the clinic should be placed inside plastic freezer bags before mailing. He also strongly urged those sending in specimens for diagnosis to be sure to give as much detailed information about the plant as possible.

The speaker also mentioned that the Nurserymen's Notebook, which contains information on specific diseases of ornamental plants, is available from the plant pathology department at V. P. I.

Allen Kates, extension weed specialist, discussed "Spray Equipment for Weed Control in Lawns." Mr. Kates had on display several types of sprayers and outlined the advantages and disadvantages of each type.

Charles Cleaver, of the Virginia Electric & Power Co., next spoke briefly on his firm's new brochure, "Trees Are Lovely." He pointed out that his firm is interested in seeing that Virginians select the right tree for planting near utility lines. The new brochure offers some suggestions and ideas on the selection, planting and care of trees.

The final session of the afternoon was a tour of the V. P. I. Arboretum. Dr. J. H. Tinga, horticulturist at V. P. I., conducted the tour. The group had an opportunity to see some of the research projects in ornamental horticulture conducted by the V. P. I. agricultural experiment station and was especially interested in looking at the dwarf woody plant material being developed there.

On the second day, both groups met in a joint session. Dr. Walter S.

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Honored at the Virginia short course was Prof. A. G. Smith, Jr. (second from left), retiring from the department of horticulture, Virginia Polytechnic Institute, after 33 years. He is shown as he received a gift from the department presented by Prof. A. S. Beecher. R. L. Nicor, Virginia state highway department, is at far left, and Wesley Judkins, head of the horticulture department, at right.

JUNE 1, 1960

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Western Shade Tree Conference

Panel Discussion on New Tree Introductions a Highlight of Long Beach Program

Dr. John W. Neill, associate professor of horticulture at the University of British Columbia, Vancouver, B. C., Canada, was elected president of the western chapter of the National Shade Tree Conference by chapter members gathered at the Lafayette hotel, Long Beach, Calif., for their annual meeting, May 8 to 11.

Other officers elected were Leslie Mayne, Mayne Tree Expert Co., San Mateo, Calif., vice-president, and C. Elmer Lee, line clearance supervisor, Southern California Edison Co., Los Angeles, secretary-treasurer. Millard Blair, M. F. Blair Tree Experts, Mountain View, Calif., remains as editor, and the directors are Kenneth Hadland, park superintendent, Las Vegas, Nev.; Norman W. Hicks, Cedarvale Tree Experts, Vancouver, and E. D. Price, Davey Tree Surgery Co., Gridley, Calif.

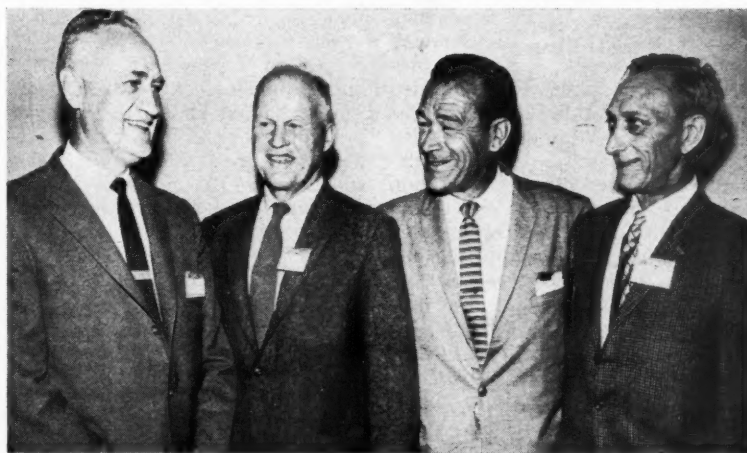
Among program highlights of the meeting were two panel discussions, "New Shade Tree Introductions," presented Monday, May 9, and "In-service Personnel Training," which was heard Tuesday afternoon, May 10.

On the panel discussing shade tree introductions were Maunsell Van Rensselaer, director of the Saratoga Horticultural Foundation, Saratoga, Calif.; Prof. V. T. Stoutemyer, department of floriculture and ornamental horticulture, University of California, Los Angeles, and Dr. John W. Neill. Dr. Neill acted as moderator. The audience participated in questions and discussions on a list of recent shade tree introductions compiled by the Saratoga Horticultural Foundation.

Breeding Work Slow, Costly

Of the various methods of obtaining desirable new trees, perhaps the most expensive and time consuming is plant breeding. Though foresters are doing more and more in this field, breeding programs are not well developed among the growers of ornamental trees. Such work is undertaken most frequently after a disastrous disease has struck, such as chestnut blight, elm wilt or elm phloem necrosis.

These programs have proved so expensive that most of the work has been sponsored by federal bureaus and not by individual state experiment stations. Much of the tree



Officers elected by the Western chapter, National Shade Tree Conference, at the chapter's Long Beach meeting: Left to right, Dr. John W. Neill, president; Leslie Mayne, vice-president; C. Elmer Lee, secretary-treasurer, and Millard Blair, editor.

breeding which has been done has been elementary in comparison with the advanced techniques used on some agronomic crops.

In spite of the expense involved, some projects in tree breeding might pay. For instance, the trade could use a taller, nonweeping callistemon (bottle brush). *Callistemon viminalis* is a tree that has a wide range of usefulness. It thrives in the low-elevation deserts but is not excessively tender. It is a streamside tree in its native land and thrives under lawn watering.

Callistemon lanceolatus in standard form is being used to a limited extent as a street tree, but it probably is too slow growing and too small to be ideal for most situations. It has a most desirable habit, however, and if hybridizers could develop a form that attained the size of *C. viminalis* it would be a valuable and remarkable tree. Breeding might provide many such opportunities in other plant groups.

Patents Offer Inducement

Since the plant patent law was passed, nurseries have more inducement to take up serious plant breeding. However, here difficulties arise, because of the great number of nursery items and the relatively limited sale of most of them.

The rose has been the conspicuous example of truly profitable and successful plant breeding by nurserymen. There is a little professional plant breeding being done with camellias, but most of the patented

ornamental trees now available probably did not arise from a systematic plant-breeding program. Many were chance variations that were spotted by keen observers of plants.

In the case of many plants, perhaps the cheaper and better way to obtain desirable forms would be to collect all of the promising species and test them. Certainly some of the Australian melaleucas are fine street trees, but they are too tender for any but the most restricted use. Here the problem would seem to be that of locating hardier desirable species, if such exist.

This is the method of wholesale introduction and testing. It is not necessarily expensive, but in the past it has often been haphazard and wasteful. Best equipped to handle this method are well-financed and organized arboretums and botanic gardens. Thanks to the Du Pont foundation, there have been several plant-hunting expeditions that are focusing attention on ornamentals that have never been the subjects of any but incidental attention in the past.

A third approach is the ceaseless search for chance variations in native and introduced plants. Some notable collections of trees have been accumulated in this manner, as, for instance, those of the Saratoga Horticultural Foundation.

The remarkable collections at the public parks of Rochester, N. Y., made by the Slavins consist largely of this type of material. A diligent

[Continued on page 41]

Making Summer Maintenance Pay

By John D. Schatz

There appears to be a common fallacy among many nurserymen that the summer maintenance program is a necessary evil associated with the business, but is not a profitable phase of the industry. In discussing this matter with other nurserymen, one reaches the conclusion that they either do not understand this facet of the business or else they have no interest in improving the situation.

Our small landscape firm, like many others, was forced into this service in order to keep our full-time employees busy through the summer months. There were only three other nurseries in our city of 100,000 actively engaged in spraying and other summer maintenance work at the time.

However, the only requirement for this operation is the purchase of a \$15 license, and this resulted in many fly-by-night spray services making their appearance. Some migrated in from as far away as 500 miles.

Many of them failed to rid the plants of insects and diseases, and consequently the people were soon dubious of all spray operations. We had, fortunately, built up a small landscape business through good service which resulted in satisfied customers, and this gave us at least some edge on the fly-by-nighters.

Profitable Phase of Operation

Today, our summer maintenance program consists of spraying, pruning and fertilizing and is a most profitable part of our total operation. Charges for these services are as follows: Minimum service charge, \$3 per call, plus 50 cents per gallon of spray material used for general spraying of evergreens, lawns, etc.; \$3 to \$8 for spraying shade trees, depending on the size and number of trees involved; \$3 to \$5 per hour for pruning, depending on the size of the job, plus \$3 per load of trash hauled; .2 cent per square foot for fertilizing lawns, and \$1 per inch of diameter for fertilizing trees. For roses, small shrubs, perennials, etc., we charge according to the quantity and size, with a minimum of 10 cents. The general spray mixture used costs slightly less than 9 cents per gallon to prepare.

We have found that a successful maintenance program depends heavily on the personnel involved. The

following requirements are essential in our selection of an employee: (1) Some formal training in horticulture and entomology, (2) pleasant personality, (3) honesty, (4) neat appearance, (5) initiative and (6) ability to learn. Frequently college students majoring in horticulture or entomology, who need summer employment, are used satisfactorily. Rental uniforms may be used to keep the employees clean and neat in appearance.

Commission Spurs Initiative

We pay all employees a 10 per cent commission in addition to their regular hourly wage on any job obtained on their own effort. This has proved quite effective in keeping a keen initiative. Any new employee is taught to dismantle and reassemble the spray machine. He is given both oral and written instructions on the various spray materials and on insect and disease life cycles. After this, he is accompanied by an experienced employee for a few days until he learns the price schedule and other phases of the program.

For any business to be successful, satisfied customers are a necessity. We attempt to cultivate those who want quality work and are willing to pay for it. Timely articles given to the local newspaper have been quite worthwhile, as our name is used for reference. All invitations to appear on TV or radio public service programs are accepted. We speak before many garden clubs, church groups, art groups and educational organizations. This allows us to help educate the homeowner to the need for our services and helps keep our firm name before the public. Newspaper and radio advertising appears to attract the bargain hunter and has not been used to any extent in our operation. However, we are considering the use of this medium again this summer.

One of the most effective methods of customer contact is the use of a return post card, which is mailed to all our landscape customers and previous maintenance customers, thanking them for their past business and reminding them of our summer maintenance service in late spring. If they desire our service, they fill out the return card and send it to us. This helps combat the competition that is working from door to door in the neighborhood and allows us to

start our program after our spring planting season.

The post card reads:

Dear Customer:

We wish to thank you for your past business and inform you that we will be operating our power sprayer again this summer. In our area bagworms and many other pests that attack evergreens and other ornamental plants do not hatch until about June 10. For this reason, we do not start our regular spray program until later; but should you have insect or disease problems on shade trees or other plants, please do not hesitate to call us. (Please check and return.)

I desire that you spray at our residence at the proper time.

Comments: Evergreens and roses.

Name: _____

Address: _____

Generally about 90 per cent of the cards are returned, and that provides us with a sizable group of customers to start the season. Those that fail to return the card are contacted, and 6 to 8 per cent of these give us their business again for the summer. This method provides us with enough jobs to take us through the first five or six weeks of the season, and, of course, we are acquiring new customers continuously. Most of our work is guaranteed, and we respray at no additional cost, unless the difficulty is obviously not our fault.

Maintains Contacts

Because of good service and quality work, this phase of our business is very profitable. Our summer maintenance work alone more than pays all of our off-season expenses. This also gives us an opportunity to keep in contact with our customers through the summer months. We are out in the yard with them and have ample opportunity to point out the need for and suggest new plants that can be delivered during the correct planting season. At the start of the fall season, we have many good orders to deliver because of the contacts we made while performing our regular maintenance program. This has been valuable in overcoming the lull in business that often occurs in early fall.

EXPANSION plans of Green Dollar Nurseries, Inc., call for five new nurseries to be built in the southern California area during 1960, according to Norman Cooper, president. The proposed outlets, like the corporation's two present nurseries at Covina and Garden Grove, will feature self-service and discount prices.



Mr. Musser is shown examining Douglas fir seedling. Here's what he says about VAPAM soil fumigant: "VAPAM has proved itself dramatically for us. It has helped us increase our seed bed acreage by one-third with an actual decrease in labor. VAPAM controls 80% of weeds present at time of application, and has given excellent control of damping-off and nematodes. It's much easier to apply than other fumigants. We start treating our seed and transplant beds in April, and continue to use it as new beds are prepared throughout the season. It pays to clean soil with VAPAM. It's standard practice with us."

"VAPAM® lowers costs, increases size and quality of seedlings"

says: MR. FRED MUSSER

Musser Forests, Inc., Indiana, Penna.

Musser Forests, Inc., world's largest privately owned forest nursery, started using VAPAM soil fumigant three years ago. Musser applies VAPAM to the soil, rotary tills it in, then seals the soil with water. That's all! VAPAM is just that easy to use, and is safe and effective when you follow label directions.

VAPAM cleans your soil by controlling nematodes, weed seed, soil fungi and many soil insects. By reducing these pests you save work and production expense during the growing season. And equally important, your soil moisture and plant foods can give their full

growth-producing power to your plants. The result is increased vigor and improved quality of seedlings.

VAPAM is a liquid, easier to apply and less hazardous to use than any other soil fumigant. It can be applied by bedding-over, soil injection, rotary tilling or irrigation. Special equipment is not required. No harmful residues are left in the soil after VAPAM disappears.

Clean your soil with VAPAM. See your local dealer, or write for further information: Stauffer Chemical Company, Agricultural Chemicals Division, 380 Madison Avenue, New York 17, N. Y.

Stauffer is one of America's largest specialists in farm chemicals. Use Stauffer brand INSECTICIDES, FUNGICIDES, WEED KILLERS, MITICIDES, SEED PROTECTANTS, FUMIGANTS, GROWTH REGULATORS, GRAIN PROTECTANTS, DEFOLIANTS.
 ®VAPAM is Stauffer Chemical Company's trade-mark (registered in principal countries) for sodium methyl dithiocarbamate, a soil fumigant.



POT-GROWN LINING-OUT STOCK

GRAFTED STOCK FOR SPRING, 1960, DELIVERY

	10	100		10	100
<i>Acer palmatum dissectum</i>			<i>Chamaecyparis plumosa</i>		
<i>atropurpureum</i>	\$7.50	\$65.00	Gold Dust	\$3.00	\$20.00
<i>Acer platanoides columnare</i> ..	7.50	65.00	<i>Chamaecyparis plumosa</i>		
<i>Acer platanoides</i>			<i>sulphurea</i>	3.00	20.00
Fassen's Black	7.50	65.00	<i>Cotoneaster adpressa</i>		
<i>Acer saccharum</i>			<i>praecox</i>	3.00	20.00
<i>monumentale</i>	7.50	65.00	<i>Cotoneaster conspicua</i>		
<i>Chamaecyparis obtusa</i>			<i>decidua</i>	3.00	20.00
<i>compacta</i>	6.00	50.00	<i>Cotoneaster horizontalis</i> ..	3.00	20.00
<i>Chamaecyparis obtusa</i>			<i>adpressa</i>	3.00	20.00
<i>gracilis</i>	6.00	50.00	<i>Cotoneaster horizontalis</i>		
<i>Cornus florida alba plena</i> ..	6.50	55.00	<i>perpusilla</i>	3.00	20.00
<i>Cornus florida pendula</i> ..	7.50	65.00	<i>Franklinia alatamaha</i> ,		
<i>Cornus florida rubra</i> ..	6.50	55.00	8 to 12 ins.	5.00	40.00
<i>Cornus florida rubra</i> Prosser			<i>Ilex aquifolium</i>		
(Red-Flowering			<i>ciliata major</i>	5.00	40.00
Dogwood)	7.50	65.00	<i>Ilex crenata helleri</i> ..	3.00	20.00
<i>Cornus kousa chinensis</i> ..	6.50	55.00	<i>Ilex glabra</i>	3.00	20.00
<i>Cupressus arizonica garcel.</i>	6.50	55.00	<i>Ilex opaca femina</i> ,		
<i>Fagus sylvatica asplenifolia</i>	6.50	55.00	named varieties	5.00	40.00
<i>Fagus sylvatica fastigiata</i>	6.50	55.00	<i>Ilex opaca mascula</i> ..	5.00	40.00
<i>Fagus sylvatica heterophylla</i>	6.50	55.00	<i>Juniperus depressa plumosa</i>	3.00	20.00
<i>Fagus sylvatica pendula</i> ..	6.50	55.00	<i>Juniperus glauca hetzi</i> ..	3.00	20.00
<i>Fagus sylvatica riversi</i> ..	6.50	55.00	<i>Juniperus pfitzeriana</i> ..	3.00	22.50
<i>Ilex pernyi, female</i>	7.50	65.00	<i>Juniperus pfitzeriana</i>		
<i>Ilex pernyi, male</i>	7.50	65.00	<i>compacta</i>	3.00	22.50
<i>Juniperus chinensis Maney.</i>	6.50	55.00	<i>Magnolia Pink Alba</i> ..	4.50	35.00
<i>Juniperus chinensis</i>			<i>Magnolia rustica rubra</i> ..	4.50	35.00
Mountainbatten	6.50	55.00	<i>Magnolia soulangiana</i> ..	4.50	35.00
<i>Magnolia stellata</i>	7.50	65.00	<i>Magnolia soulangiana nigra</i>	4.50	35.00
<i>Magnolia stellata rubra</i> ..	7.50	65.00	<i>Magnolia stellata</i>	4.50	35.00
<i>Magnolia stellata</i>			<i>Pieris japonica</i>	3.00	20.00
Water Lily	7.50	65.00	<i>Prunus laurocerasus</i>		
<i>Thuja orientalis conspicua</i>	5.50	45.00	<i>schlipkaensis</i>	3.00	20.00
<i>Thuja orientalis</i>			<i>Pyracantha coccinea islandi</i>	3.00	20.00
<i>elegantissima</i>	5.50	45.00	<i>Pyracantha coccinea Lowboy</i>	3.00	20.00

SPECIALTY ITEMS— LIMITED QUALITY

	Each
<i>Cornus florida welchii</i>	\$1.00
<i>Fagus sylvatica Tricolor</i>	1.00
<i>Magnolia conspicua</i>	1.00
<i>Magnolia cordata</i>	1.00
<i>Magnolia sieboldii parviflora</i> ..	.85

CUTTINGS FROM 2 1/4-IN. POTS

	10	100
<i>Azalea Delaware</i>		
Valley White	\$3.00	\$20.00
<i>Azalea Hino-Crimson</i>	3.00	20.00
<i>Berberis julianae</i>	3.00	20.00
<i>Berberis thunbergii atropurpurea</i>		
Crimson Pygmy	3.00	20.00
<i>Berberis verruculosa</i>	3.50	25.00
<i>Buxus handsworthii</i>	3.00	20.00
<i>Chamaecyparis filifera aurea</i>	3.00	20.00

Our complete list of seedlings, cuttings, transplants and grafts will be sent on request.

HESS' NURSERIES

P. O. Box No. 128

Wayne, N. J.

Growers of Quality Liners Since 1922

PACHYSANDRA

Terminalis (Japanese Spurge). The ideal permanent evergreen ground cover plant for shady and semi-shaded areas in all climates. Does well in sunny areas, too. Absolutely winter hardy in the most northern climates.

Strong, well-rooted, 1-yr. plants; propagated in soil and peat frames with light shade. Available for prompt shipment throughout the year. Shipments anywhere including Canada. GOOD PACKING FREE. A good source of supply.

PEEKSKILL NURSERY

Phone Lakeland 8-5595
SHRUB OAK, N. Y.

J & P

**EVERGREENS
SHADE TREES**

**SHRUBS, VINES
HEDGE PLANTS, etc.**

In good assortment.

Jackson & Perkins Co.
NEWARK, NEW YORK STATE

COMING EVENTS

MEETING CALENDAR

June 1 and 2—California Association of Nurserymen and the department of ornamental horticulture, California State Polytechnic College, San Luis Obispo, annual nurserymen's refresher course, Cal Poly campus.

June 5 to 7—Georgia State Nurserymen's Association, convention, Ida Cason Callaway Gardens, Pine Mountain, Ga.

June 8 and 9—Eastern Regional Mail Order Nurserymen's Association, summer meeting, Hotel Harrison Hall, Ocean City, Md.

June 12 to 14—Alabama Nurserymen's Association, convention, Whitley hotel, Montgomery, Ala.

June 12 to 14—South Carolina Nurserymen's Association, annual meeting and short course, Clemson College, Clemson, S. C.

June 16 and 17—Short course for Florida nurserymen and growers, University of Florida, Gainesville, Fla.

June 19 to 21—Plains Nurserymen's Association and New Mexico Association of Nurserymen, joint convention, Scharbauer hotel, Midland, Tex.

June 21 and 22—Illinois State Nurserymen's Association, short course, University of Illinois, Urbana.

June 21 and 22—Kentucky Nurserymen's Association, summer meeting, Mammoth Cave national park, Mammoth Cave, Ky.

June 26 to 28—Maryland Nurserymen's Association, summer meeting, Williamsburg, Va.

June 26 to 28—Mississippi Florists' and Nurserymen's Association, annual meeting, Buena Vista hotel, Biloxi, Miss.

June 26 to 29—American Society of Landscape Architects, annual meeting, Waldorf-Astoria hotel, New York, N. Y.

June 28 and 29—Short course for Missouri nurserymen, University of Missouri, Columbia, Mo.

July 5—Ontario Nurserymen's Association, educational tour, starting from Hamilton, Ont., Canada.

July 5 to 7—New York State Nurserymen's Association, summer meeting, Long Island, N. Y.

July 6—Connecticut Nurserymen's Association, summer meeting, Lake Compounce, Bristol, Conn.

July 8—National Shade Tree Conference, Ohio chapter, summer meeting, Cincinnati, O.

July 17 to 20—American Association of Nurserymen, annual convention, Netherland Hilton hotel, Cincinnati, O.

August 1 and 2—Indiana Association of Nurserymen, summer meeting, Morton Arboretum, Lisle, Ill.

August 4—Northeastern New York Nurserymen's Association, annual tour and picnic, Adams Nursery, Westfield, Mass.

August 7 to 9—National Mail Order Nurserymen's Association, annual convention, Hotel La Salle, Chicago, Ill.

August 8 and 9—Michigan nursery and landscape conference, Kellogg Center, Michigan State University, East Lansing, Mich.

August 9 to 11—Ohio Nurserymen's

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New hybrid tea bi-color
CORONADO



New Floribunda
RED RUFFLES



New Grandiflora
EBONY



FOR A BANNER YEAR OF PROFIT order these new P & D Roses

Peterson & Dering is proudly introducing three new roses for the 1961 season, and you will be sure to profit if you get under their banner. As usual, these roses will be nationally advertised in color and publicized through the nation's leading garden pages.

Backing this national promotion will be many new and colorful merchandising aids planned to help you move more roses. We have a fine crop this year and should have adequate supplies to meet your demands. For more information, send for our new catalog and listings today.



**NEW
1961
CATALOG
NOW
READY!**

Our new 32-page Rose Reference Book, containing complete descriptions of 154 rose varieties and beautiful color illustrations of the latest P & D introductions, is now available to the trade. A useful reference for your sales people and customers, it is yours Free for the asking.



Charter Member

Oregon's Best Source of Good Roses—"The Finest Anywhere"

WHOLESALE GROWERS

B&B

Field Liners

Potted Liners

Transplants

Seedlings

100 acres of evergreens for sale

HEASLEY'S NURSERIES

247 Freeport Rd.

Butler, Pa.

JOS. A. HREN NURSERIES

BLACK PINE

4 to 5-yr., heavy liners of our own compact strain.
8 to 10 ins., T., \$35.00 per 100
10 to 12 ins., T., \$50.00 per 100

LANDSCAPE-SIZE MATERIALS — Catalog

East Hampton, L. I., N. Y.

Phone: EA 4-0640

ILEX CONVEXA

One of the largest blocks of hardy, northern-grown Ilex. Heavy, well-sheared plants with exceptionally good color. Prices are each per 100 (25 or more). Write for special quotation on large quantities.

18 to 24 ins.	\$3.00
24 to 30 ins.	3.75
30 to 36 ins.	5.50
3 to 3½ ft.	6.50

ANGELICA NURSERIES

R. D. No. 1

Mohnton, Pa.



DIRKMAAT AZALEA FARM

P. O. Box 453 Phone: Gilbert 4-6639
516 Stevens Ave. Ridgewood, N. J.

Azaleas—both budded and lining-out stock—are our specialty. See our classified ads.

QUALITY LINERS

WILSEY EVERGREEN NURSERY

Corfu, N. Y.

Phone: East Pembroke 6411
Located Near Indian Falls

Association, summer meeting, Commodore Perry hotel, Toledo, O.

August 14 to 17—Texas Association of Nurserymen, annual convention, Adolphus and Baker hotels, Dallas, Tex.

August 14 to 19—National Shade Tree Conference, annual meeting, Statler hotel, Boston, Mass.

August 15 to 17—Northern Nut Growers' Association, annual meeting, Knoxville, Tenn.

August 16—Nebraska Association of Nurserymen, annual summer meeting, Lincoln, Neb.

August 17—New England Nurserymen's Association, summer meeting, Boulevard Nurseries, Newport, R. I.

August 18 and 19—Iowa Nurserymen's Association, summer meeting, Iowa State College, Ames, Ia.

August 21 to 23—Southern Nurserymen's Association, annual convention, Atlanta Biltmore hotel, Atlanta, Ga.

August 21 to 26—American Association of Nurserymen, management conference, Sagamore conference center of Syracuse University, near Raquette Lake, N. Y., and Lake Arrowhead conference center of the University of California, Lake Arrowhead, Calif.

August 24—New Jersey Association of Nurserymen, summer meeting, Perkins-deWilde Nurseries, Shiloh, N. J.

August 25—Pennsylvania Nurserymen's Association, summer meeting, University Park, Pa.

August 25 and 26—Washington State Nurserymen's Association, summer convention, Chinook hotel, Yakima, Wash.

September 15 to 17—Louisiana Association of Nurserymen, Inc., annual convention, Blackham Coliseum, Southern Louisiana Institute, Lafayette, La.

September 20 to 22—California Association of Nurserymen, annual convention, Yosemite, Calif.

FLORIDA SHORT COURSE

The program for the sixth annual nurserymen's and growers' short course, held at the University of Florida, Gainesville, Fla., June 16 and 17, has been released by E. W. McElwee, head of the department of ornamental horticulture at the university. Details of the program are as follows:

JUNE 16

Session at McCarty Hall auditorium.

9:30 a. m.—Welcome, by J. N. Busby, assistant director, extension service, University of Florida.

9:45 a. m.—"Promoting the Nursery Business," by Alice Smart, Florida Nursery & Landscape Co., Leesburg.

11 a. m.—"Plant Materials for Special Landscape Effects," by Bailey O. Breedlove, landscape architect, Fort Lauderdale.

12 noon—Lunch.

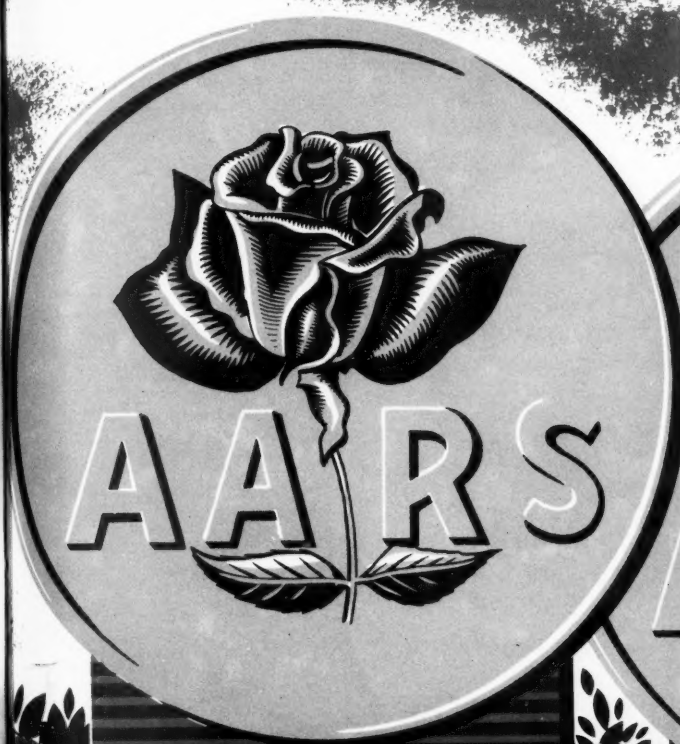
LANDSCAPE SESSION

1:30 p. m.—"Landscaping Small Homes," by Dr. E. W. McElwee, department of ornamental horticulture, University of Florida.

2:30 p. m.—"Transplanting Trees and Palms," by William Brooks, Wyldwood Tropical Nurseries, Dania, Fla.

3:30 p. m.—Panel discussion on landscaping, with Dr. E. W. McElwee, Bailey [Continued on page 23]

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DUET

Pink
Parfait

TURN THE PAGE
TO THE 1961 ALL-AMERICAS...

FIRST PEEK



Presenting the new rose champions! New in color, they reach a new high in flower production and have a fresh charm to gladden your garden! All-America Winners are bound to give you championship performance! They were selected, after coast-to-coast testing in all soils and climates for two full years. Named best by the most thorough and critical rose experts in America.



PINK PARFAIT

Alluring! Petite! Perfect! The color softly blends pastel shades of pink like the rosy fingers with which dawn draws the curtain of day. In the wonderful Grandiflora manner, Pink Parfait produces lovely blooms in amazing numbers—each a perfect rose for cutting—day after day, month after month. We've counted as many as one hundred on a single mature plant at one time! The plant is handsome and robust, will grow for anyone. Plant Pat. No. 1904. \$3.50 ea. 3 for \$9.30.

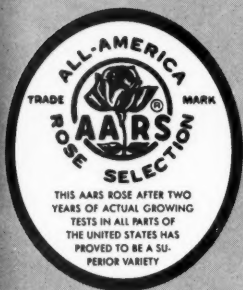
These Will Be The Most Publicized New Roses In History

This 2 PAGE ad is appearing in June issues of foremost garden magazines...and it is only the start of many such ads which will be breaking in NATIONAL shelter and garden magazines.

Prospective rose planters from Maine to Cali-

fornia...millions of them, will want Duet and Pink Parfait. We predict the greatest volume of sales yet seen for new rose introductions. Get your share, order from your dealer now or write to Armstrong Nurseries.

THE ONLY ALL-AMERICA WINNERS FOR 1961 ...BOTH FROM ARMSTRONG



*Look for the
All-America tag
on each plant.*



DUET Two warm and lovely colors that combine with the beautiful harmony of two well-trained voices! Perfect buds unfold to beautifully-formed, many-petaled flowers. Petal faces are salmon-pink, reverse sides a sparkling orange-red. Hot weather or cold, moist or dry, Duet retains its lovely form and unique, rich color. The vigorous plant is amazingly easy to grow. All season long, you'll enjoy cutting vase-loads of long-stemmed, long-lasting blooms. Plant Pat. No. 1903. \$3.50 ea.; 3 for \$9.30.



ARMSTRONG NURSERIES

Ontario,
California



EVERY HOME GARDENER...EVERYWHERE ...WILL LEARN ALL ABOUT DUET AND PINK PARFAIT!

Home gardeners will read about them, hear about them, see them pictured! In magazines and newspapers. On radio and television. All-America publicity, plus record-breaking Armstrong national advertising, will reach everyone, everywhere, who might buy a rose bush . . . *including your customers and prospective customers.*



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O. Breedlove, Dr. J. N. Joiner and S. A. Rose, department of ornamental horticulture, University of Florida, panelists.

NURSERY PRODUCTION SESSION

1:30 p. m.—Panel discussion on production problems in the nursery:

"Production Problems in the Landscape Nursery," by P. D. Shoemaker, Jacksonville Landscape Co., Jacksonville, Fla.

"Producing Container-grown Stock," by Ray Oglesby, Oglesby Nursery, Hollywood, Fla.

Other panel members will include Dr. G. C. Horn, R. D. Dickey and F. L. Wilson, of the staff of the department of ornamental horticulture, University of Florida.

EVENING SESSION

8:30 p. m.—Panel discussion on pest control:

"Insects," by Jim Brogdon, extension entomologist, and Dr. L. C. Kuitert, experiment station entomologist.

"Diseases," by Dr. H. N. Miller, plant pathologist, experiment station, and Dr. R. S. Mullin, extension plant pathologist.

"Nematodes," by Dr. V. G. Perry, nematologist, experiment station.

JUNE 17

8 a. m.—Report on research work by the staff and graduate students of the department of ornamental horticulture, University of Florida.

9 a. m.—"Cultural Practices for High-quality Nursery Stock," by Jim Griffin, executive secretary, Florida Nurserymen and Growers Association, Key Biscayne.

10 a. m.—"Increasing Profits Through Cost Control," by Dr. C. C. Moxley, associate economist, extension service.

12:30 p. m.—Lunch.

1:30 p. m.—Visit to Archer road greenhouse and horticultural unit, experimental farm conducted by the staff of the department of ornamental horticulture.

MISSISSIPPI PROGRAM

The program announced for the annual meeting of the Mississippi Florists' and Nurserymen's Association at the Buena Vista hotel, Biloxi, Miss., June 26 to 28, schedules separate instruction sessions for the florists and growers on two days, in addition to several joint social events. While the florists are meeting in a design school from 9 a. m. to 12 noon Monday, June 27, the growers will meet from 10 a. m. to 12 noon. Again in the afternoon, separate sessions will be held from 1:30 to 5 o'clock. Similarly on Tuesday the florists and growers will have individual programs from 9 a. m. to 12 noon and from 1:30 to 5 o'clock.

Preceding the convention, on Saturday, June 25, a cocktail party and buffet have been planned for 8 to 10 p. m. On Sunday, besides registration, there will be a boat trip to Ship island for preregistrants. Monday evening the florists will have a banquet. Tuesday, balloting will take place all morning. In the evening the president's reception at 6:30 o'clock will be followed by a banquet and dance.

The topics and speakers on the

BETTER ACT NOW...

TO AVOID LAST-MINUTE PLANNING PROBLEMS

JUNE 9 is the deadline date for this big, colorful, sales-producing special issue.



JULY 1 A. A. N. CONVENTION NUMBER

Your finest sales opportunity of the year is just a few weeks away . . . and your last chance to take advantage of it is even closer! July 17 to 20 will find over a thousand members of the American Association of Nurserymen assembled in Cincinnati for the association's 85th annual convention. Heavy buying will take place at that time. Whether you plan to have representation at that meeting or not, you'll surely want representation in AMERICAN NURSERYMAN's special issue marking the event, so that your firm and products will receive full consideration at this important period when purchases for the season ahead are being made.

You'll also want your firm prominently represented in that issue because of its use as a buying guide. Nearly all the growers and suppliers selling to the nursery industry take display space in this special issue . . . providing readers with the greatest amount of product information available in any one issue. For this reason, readers retain the issue for future reference when buying decisions are to be made. Your advertising in the special issue continues to work for you long after the convention is over. Take adequate space to present your message in the best possible way; a well-planned, attention-getting advertisement in the July 1 issue will bring you significant sales results.

Remember that deadline—JUNE 9
Rush your instructions to us NOW!

AMERICAN NURSERYMAN

343 S. Dearborn St.

CHICAGO 4, ILL.

A. N. PIERSON, INC.

Cromwell, Conn.

Phone: Middletown, Diamond 7-2511

GROWERS OF TOP-QUALITY BALLED AND BURLAPPED
EVERGREENS FOR OVER 50 YEARS.

PAY US A VISIT DURING YOUR TRAVELS
THIS SUMMER.

WE WILL ALSO HAVE A LARGE SELECTION OF
HEAVY LINERS IN THE TAXUS VARIETIES.

WRITE FOR A NEW LIST IN JULY.

Represented by:

E. D. Robinson Sales Agency

38 S. Elm St.

Wallingford, Conn.

TAXUS In varieties,
certified for western shipment.

BULK'S NURSERIES, INC.

610 W. Montauk Hwy.
Babylon, N. Y.

Phone: MOhawk 9-4400

Smithburg-Manalapan Rd.
Freehold, N. J.

Phone: HOplins 2-5500

MAXWELL, BOWDEN AND RICE, INC.

Growers of Fine Nursery Stock

WHOLESALE ONLY

Roses — Shrubs — Fruit Trees — Ornamentals — Vines — Hedge

Geneva, N. Y. — Phone: 8131

ENGLISH BOXWOOD

Part of the charm of many old gardens is produced by the edgings of Old English Boxwood. Plant some in a bed 6x8 ins. and in a couple of years you will have a stock for your customers. Its appeal is irresistible. It can be transplanted now.

3 to 4 ins., T. \$10.00 per 100

Send for list of unusual plants.

ALANWOLD NURSERY

Neshaminy, Bucks Co., Pa.

SEEDLINGS

MILLIONS

WHOLESALE ONLY

TRIM TREE NURSERY

R D 1 INDIANA PA

ROSES

Central Pennsylvania Grown
2-yr.-old, field-grown plants.
Hybrid Teas—Floribundas—Climbers

EVERGREENS

Landscape Material
Twice transplanted, regularly sheared.
Young, salable evergreens for cash-and-carry
trade of garden shops, roadside markets and
nurseries.

Write for wholesale price list.

SHADE'S NURSERY

624 Colonial Club Dr.

Harrisburg, Pa.

Phone: Harrisburg, KI 5-6417

5 miles east of Harrisburg on U. S. Rt.
22, turn north at Inn 22, nursery 1 mile
north of U. S. Rt. 22.

growers' program, which also includes a tour of the Gulf Coast area and Crump's Gardens, Bay St. Louis, are as follows: "Insects and Their Control," by David Young, entomologist, Mississippi State University; "Lawn Grasses and Methods for Certification," by Louis Wise and C. Johnson, agronomists, M. S. U.; "What Shall We Do about nematodes?" by Clint Graves, plant pathologist, M. S. U.; "Grades and Standards for Nursery Stock," illustrated, by Charles Bush, state plant board of Florida; "Keep the Money in Mississippi," by Arthur Holmes, landscape engineer, Mississippi highway department; "Mr. John Q's Views" (speaker to the announced), and "Stop Hiding from Success," by A. P. Miller, A. P. Miller Florist & Nursery, Columbus, Miss.

SOUTHWEST MEETING

The combined meeting of the Plains Nurserymen's Association and the New Mexico Association of Nurserymen has been scheduled for June 19 to 21, at the Scharbauer hotel, Midland, Tex. The program has been planned to give members an opportunity to discuss their problems with each other and to become better acquainted.

A ladies' luncheon has been arranged at the Midland Country Club on June 21, and the entertainment for children accompanying their parents will include miniature golf, swimming and bowling, as well as trips to the Dennis Menace and the Playland parks.

Convention chairman is James Walker, Walker Nursery, Midland, and cochairman is George Vineyard, Vineyard Landscaping Co., Midland. Details of the program, released by Mrs. Lily Walker, secretary-treasurer of the Plains Nurserymen's Association, follow:

JUNE 19

1 p. m.—Registration.

4 p. m.—Directors' meeting: Plains Nurserymen's Association, Parlor A; New Mexico Association of Nurserymen, Parlor C.

6:30 p. m.—Ice-breaker party, ballroom, Scharbauer hotel.

9:30 p. m.—Dancing.

JUNE 20

10 a. m.—Committee meetings.

12 noon—Lunch, ballroom, Scharbauer hotel. Entertainment by Kenn Eastin, Midland, Tex.

1:30 p. m.—Panel discussion, with Warren Landwermyer, Magnolia Seed, Hardware & Implement Co., Dallas, Tex.; Steve Verhalen, Verhalen Nursery Co., Scottsville, Tex.; Ralph Callaway, Callaway Nursery, Carlsbad, N. M.; Tom Scarbrough, Tom's Tree Place, Lubbock, Tex.; and Sterling Cornelius, Cornelius Nurseries, Houston, Tex.

6:30 p. m.—Family night, with buffet



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Commonly known as Firethorn. Our stock is grown from heavily fruiting stocks. Shrubs carry huge clusters of holly-like berries all winter. One of the most desirable foundation shrubs in the trade.
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**NORTHERN COLLECTED EVERGREENS
FERNS PLANTS SHRUBS**
WILLIAM CROSBY HORSFORD
CHARLOTTE, VT.

supper and informal dance, at the Midland Country Club.

JUNE 21

10 a. m.—Meeting of the Plains Nurserymen's Association in Parlors A and B, and of the New Mexico Association of Nurserymen in Parlor D.

12 noon—Ladies' luncheon, Midland Country Club, and A. A. N. Dutch-treat luncheon, Scharbauer hotel.

2:30 p. m.—Joint meeting, Parlors A, B and C. Introduction of new officers for 1960 and 1961.

7 p. m.—Banquet and dance, ballroom, Scharbauer hotel.

EDUCATIONAL PROGRAM

For the A. A. N. convention scheduled at Cincinnati, O., July 17 to 20, a new combination of sessions for the educational program has been planned for the two groups involved, the A. A. N. garden center committee and the National Landscape Nurserymen's Association. Last year, these programs were held jointly, but this year only one session will be sponsored by both groups, and each group will meet separately for an afternoon program. These meetings will be held July 19, the speakers and topics being as follows:

TUESDAY, JULY 19

9:20 a. m.—Welcome and orientation, by Jack Schneider, Orchard Nursery, Lafayette, Calif., chairman, garden center committee, in South hall.

9:30 a. m.—"The Juice Can Go with the Fruit," by Walter Burwell, Burwell's Nursery, Columbus, O.

10:30 a. m.—Recess.

10:45 a. m.—"Selling the Great American Customer," by Stephen Douglas, director of trade and consumer relations, the Kroger Co.

12:00 noon — General luncheon, in Pavillion Caprice.

GARDEN CENTER PROGRAM

2:00 p. m.—"Is Your Voice You?" by a speaker from the Cincinnati Bell Telephone Co.

2:45 p. m. — "Is Price the Entire Story?" by Gordon Baker Lloyd, KABC-TV, channel 7, Hollywood, Calif.

3:15 p. m. — Recess.

3:30 p. m. — Garden center panel, with Jack Schneider, moderator: "Modernizing Your Nursery To Keep Pace with Changing Conditions," by Ernest Wertheim, San Francisco, Calif.

"Christmas Promotion in the Garden Center," by Larry Bachman, Bachman's, Inc., Minneapolis, Minn.

"Special Promotions," by Gordon Baker Lloyd.

4:00 p. m.—General discussion.

5:00 p. m.—Adjournment.

LANDSCAPE MEN'S PROGRAM

Meeting in Caprice suite L and M.

2:00 p. m.—"Patio Design and Construction," by Walter T. Menne, Sheridan Nurseries, Ltd., Toronto, Ont., Canada.

2:30 p. m.—"Improving Your Landscape Color Slides," by John J. Klinker, U. S. Printing & Lithograph Co., Cincinnati, O.

3:00 p. m.—Landscape panel:

"How To Build Your Landscape Nursery Organization," by Louis Hillenmeyer, Jr., Hillenmeyer Nurseries, Lexington, Ky.

"How To Promote Your Landscape

NURSERY STOCK

Red-leaved Barberry

	Per 100	Per 1000
2 and 3-yr., S.,		
9 to 12 ins.	\$ 6.00	\$ 50.00
12 to 18 ins.	8.00	70.00

Cornus florida (White Dogwood)

2 and 3-yr., S.,		
above grafting size	15.00	125.00
2 to 3 ft.	30.00	250.00
3 to 4 ft.	50.00	400.00
4 to 5 ft.	75.00	.....

Cydonia japonica (Japanese Flowering Quince)

1 and 2-yr., S.,		
9 to 15 ins.	7.50	65.00
12 to 18 ins.	20.00	175.00
2-yr., T., 15 to 21 ins.	35.00	.....

Forsythia Spring Glory

2 and 3-yr., C.,		
18 to 24 ins.	15.00	125.00
2 to 3 ft.	22.50	200.00
3 to 4 ft.	40.00	350.00
4 to 5 ft.	65.00

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In Wide Assortment

Acer atropurpureum Bloodgood, Azaleas, Berberis, Cornus florida rubra, Evergreens, Ilex, Magnolias, Hybrid Rhododendrons, Taxus, in variety, etc., in 1, 2 and 3-yr. transplants at competitive prices. Write for list on business stationery.

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Taxus cuspidata capitata
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14 to 18 ins., XX, \$60.00 per 100; \$550.00 per 1000.

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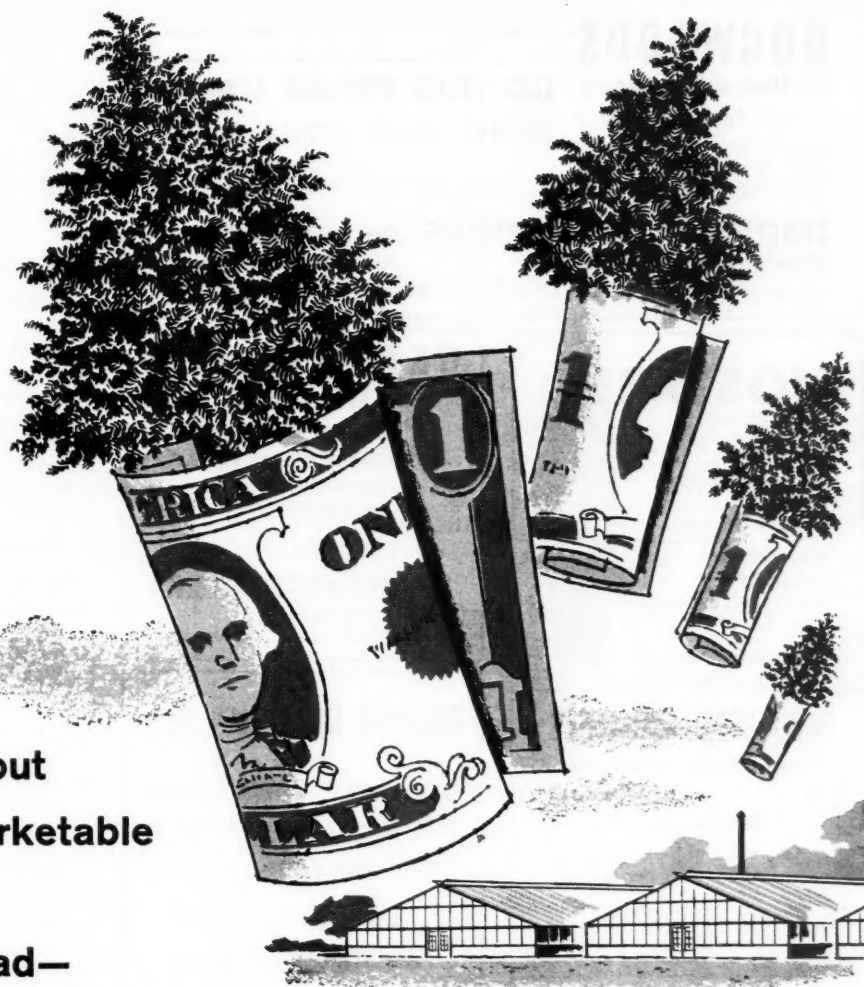
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plants to marketable
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Kill soil nematodes with **Nemagon**[®] SOIL FUMIGANT

Make short work of nematodes and get faster turnover on lining out plants. Actual use tests prove that lining out plants grown in Nemagon-treated soil reach marketable size 1 year or more ahead of untreated plants. And Nemagon Soil Fumigant can be used to protect other plants, too!

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From 7 to 12 ft. high, 2 to 3-in. cal., branching at 4 ft., 5 ft. and 6 ft. Perfect trees, well headed.

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Pink and white

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Homer City, Pa.

Nursery Business," by J. Frank Styer,
Styer's Nurseries, Concordville, Pa.

3:45 p. m.—General discussion.

4:00 p. m.—Gab fest, moderated by
Harold Parnham, Robinson & Parnham,
Des Moines, Ia.

N. L. N. A. booster period.

4:30 p. m.—"How To Build a Summer
Volume in the Landscape Department,"
by Roy Graham, Old Orchard Gardens,
Webster Groves, Mo.

5:00 p. m.—Adjournment.

NEW JERSEY DATES

The date set for the annual sum-
mer meeting of the New Jersey Nurs-
erymen's Association is August 24.
The date was incorrectly published
as August 4 in the calendar listing
of trade meetings in the May 1 and
May 15 issues of the magazine. Hosts
for the occasion are the Perkins-
deWilde Nurseries, Shiloh, N. J.

MAIL-ORDER MEETING

Meetings of the Eastern Regional
Mail Order Nurserymen's Associa-
tion have been announced for June
8 and 9 at Ocean City, Md., by
G. Hale Harrison, Harrison's Nur-
series, Berlin, Md., president. Ses-
sions will be held at Hotel Harrison
Hall, Boardwalk and 15th street,
facing the Atlantic ocean, where res-
ervations have been made for Tues-
day night, June 7, through Wednes-
day night, June 8, or longer.

The program, which will cover
selling nursery stock through retail
catalogs, circulars and newspaper
advertising, will start Wednesday
morning at 9:30 o'clock, and there
will also be a session the following
day. President Harrison urges mem-
bers to take their families to the af-
fair, as there will be a good time
for all.

LILY SHOW SCHEDULED

The 13th annual international lily
show of the North American Lily
Society will be held July 8 to 10 at
the University of Wisconsin, Mad-
ison. The university and the Wiscon-
sin-Illinois region of the N. A. L. S.
will cooperate with Chairman Eugene
Parfitt, Madison, president of the
society, in staging the event. The
annual convention of the N. A. L. S.
will be held in conjunction with the
lily show, and an extensive educa-
tional program is promised.

PLAN ONTARIO TOUR

Sponsored by the Ontario Nurs-
erymen's Association, an educational
tour for nurserymen will be held
July 5. Starting at Hamilton, Ont.,
the tour will include points of inter-
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ing, propagation, storage, garden center management and landscape work, at London, Strathroy and Port Burwell. Arthur Fitzsimmons, Arthur Fitzsimmons Nursery, Hamilton, is in charge of the event.

J. R. Burns, secretary-treasurer of the Canadian Association of Nurserymen, has announced that no summer meeting of that group has been scheduled this year.

BRONX ROSE DAY

June 7 has been set as the date for the 18th annual rose day, an event held at the New York Botanical Garden, New York, N. Y., with the cooperation of the American Rose Society.

WHITE GIVEN CITATION

The executive vice-president of the American Association of Nurserymen, Dr. Richard P. White, has just received a citation for distinguished service at the leadership recognition dinner of the Chamber of Commerce of the United States during its 48th annual meeting at Washington, D. C., May 2.

Distinguished service awards were presented to other prominent American leaders, including Bernard M. Baruch, Judge Leonard Hand, former President Herbert C. Hoover, Carl Sandburg and Clarence B. Randall.

The distinguished service award was presented to Dr. White in recognition of his service as chairman of the board of regents for the Institutes for Organization Management. This is an educational activity in furtherance of the cause of professional organization management in which Dr. White has been actively participating for many years.

SELL CONNECTICUT FIRM

Vanderbrook Nurseries, Inc., Manchester, Conn., was terminated recently by a vote of the majority of the stockholders. Louis Vanderbrook, who founded the nursery with his late father, Charles Vanderbrook, announced that the nursery business was sold to the Imperial Nurseries division of the American Sumatra Corp., East Hartford, and that he will retire. Charles Yurkshot, nursery superintendent for many years, will continue his work under the new ownership.

The physical assets of Vanderbrook Nurseries include greenhouses, warehouses, land and equipment, including 55 acres of growing grounds at Manchester and South Windsor,

BAIER LUSTGARTEN AZALEALAND NURSERIES

Northern-grown, hardy azaleas, well-budded, sheared, heavy stock, field-grown, excellent foliage, over 200,000 spring delivery. All B&B.

Amoena	Each	Addy Wery	Each
8 ins.	\$0.75	8 ins.	\$1.00
10 ins.	1.00	10 ins.	1.25
12 ins.	1.25	12 ins.	1.50
15 ins.		15 ins.	2.50
18 ins.		18 ins.	3.50
Coral Bells		Daybreak, Kurume	
8 ins. ....	.75	8 ins. ....	.75
10 ins.	1.00	10 ins.	1.00
12 ins.	1.25	12 ins.	1.25
15 ins.		15 ins.	2.00
18 ins.		18 ins.	2.50
Hinodegiri		Favorite	
Our Hinos are very dark red.		8 ins. ....	.75
8 ins. ....	.75	10 ins.	1.00
10 ins.	1.00	12 ins.	1.25
12 ins.	1.25	15 ins.	2.00
15 ins.	2.00	18 ins.	2.50
18 ins.	2.50		
20 ins.	3.50	Polaris	
24 ins.	5.00	8 ins. ....	.75
30 ins.	6.00	10 ins.	1.00
36 ins.	7.50	12 ins.	1.25
Orange Beauty, Kurume		15 ins.	2.00
8 ins. ....	.75	18 ins.	2.50
10 ins.	1.00		
12 ins.	1.25	Beethoven	
15 ins.	2.00	8 ins. ....	.75
Hino-Crimson		10 ins.	1.00
8 ins. ....	.75	12 ins.	1.25
10 ins.	1.00	15 ins.	2.00
12 ins.	1.25	18 ins.	2.50
15 ins.	2.00	20 ins.	3.50
Snow		Johanna Strauss	
8 ins. ....	.75	8 ins. ....	.75
10 ins.	1.00	10 ins.	1.00
12 ins.	1.25	12 ins.	1.25
Ledifolia Alba		15 ins.	2.00
8 ins. ....	.75	18 ins.	2.50
10 ins.	1.00	20 ins.	3.50
12 ins.	1.25		
15 ins.	2.00	Lilacina	
18 ins.	2.50	8 ins. ....	.75
20 ins.	3.50	10 ins.	1.00
Maxwellii		12 ins.	1.25
8 ins. ....	.75	15 ins.	2.00
10 ins.	1.00	18 ins.	2.50
12 ins.	1.25	20 ins.	3.50
15 ins.	2.00	24 ins.	5.00
18 ins.	2.50	Kaempferi	
Louise Gable		Hardest of all azaleas; sheared, well-budded, heavy.	
8 ins.	1.00	Othello, Salmon Beauty, Fedora and Carmen	
10 ins.	1.25	8 ins. ....	.75
12 ins.	1.50	10 ins.	1.00
Rose Bud		12 ins.	1.25
8 ins.	1.00	15 ins.	2.00
10 ins.	1.25	18 ins.	2.50
12 ins.	1.50	20 ins.	3.50
Rose Greely		24 ins.	5.00
8 ins.	1.00	30 ins.	6.00
10 ins.	1.25	36 ins.	7.50

1-yr. T., \$125.00 per 1000.

Our azalea beds are treated for shipment outside Japanese Beetle zone.

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Seedlings and transplants.

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Specializing in heavy, quality,
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Evergreen Seedlings—Transplants,
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Finest Varieties—Finest Qualities
Hardy, Northern New Jersey Grown
Catalog on request.
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**Quality Evergreen
PLANTING STOCK**
Pine — Spruce — Fir
Seedlings and Transplants
SAM DIBLE NURSERY
R. F. D. 3 Shelocta, Pa.

SHADE TREES—ORNAMENTALS
Gleditsia triacanthos, Carpinus caroliniana,
Cercis canadensis, Cornus florida, Phellodendron
amurense, Platanus acerifolia, Liquidambar styr-
aciflua, Acer platanoides, Acer rubrum, Frax-
inus americana, Acer glabrum, Quercus virginiana,
Koeleria paniculata, Pyrus calleryana, Pinus
strobus, Pinus nigra, Salix babylonica, Pteris
japonica and many more.
HIDDEN VALLEY NURSERY
Phone: Millington 7-1158 Gillette, N. J.

OBITUARY

Edward J. Kelley

Edward J. Kelley, 77, associated with Hoyt Sons Co., Inc., New Canaan, Conn., for more than 50 years, died of a heart attack at his home at Norwalk, Conn., May 13. Although he had been in ill health recently, his death was unexpected.

Mr. Kelley had served as mayor of Norwalk for one term, taking office in 1945, and was a former state senator. He had served as a member of the Norwalk common council 12 years and had been active in many civic affairs.

A native of New Canaan, he was educated in the schools there, moving to Norwalk after his marriage. He was the son of the late Henry Kelley, who like his father had been a nurseryman at New Canaan. Well known in the nursery trade, Edward Kelley had been president of the Connecticut Nurserymen's Association and was the third person to have been named "Man of the Year" by that group.

He had served on the city's park committee and was active in the development of Veterans Memorial park. He had also been on the zoning commission and had been a member of the tax equalization committee and the Fairfield County Planning Association. He was vice-president of the Norwalk Savings Society and had been an incorporator of the Fairfield County Savings bank.

He is survived by his widow, Margaret; a daughter, Mary Louise, a teacher of music in the Norwalk school system; a son, Dr. Edward J. Kelley, Jr., police commissioner; four brothers, and six sisters.

O. H. (Bert) Lumry

Bert Lumry, associated since 1940 with the Mount Arbor Nurseries, Shenandoah, Ia., died Saturday, May 14, after three months' illness with cancer. Mr. Lumry was in charge of mail-order sales and syndicate store accounts for the nursery. He is survived by his widow, Dorothy; his small son, Mark, and six sisters.

Robert Hill Kistler

Robert Hill Kistler, 80, former operator of the Kistler Rose Nursery, Houston, Tex., died April 21 in a Houston hospital after a heart attack.

Mr. Kistler, who retired from his business five years ago, had previously been an independent oil leaser

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ROCKY HILL, CONN.

QUALITY NURSERY STOCK IN LANDSCAPE SIZES

SHADE TREES: Maple — Norway, Scarlet and Sugar, Niobe Weeping Willow and Pin Oak. Sizes on most shade trees are in the 2 to 5-in. cal. size.

EVERGREENS: Austrian Pine, up to 6 ft. Hetz Juniper, 18 to 24 ins. and 2 to 2½ ft.

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SERVING THE NURSERY TRADE FOR MORE
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of the January 1 issue.

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- Quality Nursery Stock
- Lining-Out Stock
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Hardy Northern-Grown Stock at WHOLESALE

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Write for Price List.

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in east Texas. He had been a member of the Houston Landscape Nursery Association and the Texas Association of Nurserymen and was a member of Heights Presbyterian church.

A resident of Houston for the past 27 years, Mr. Kistler was a native of North Carolina. He is survived by his widow and two brothers.

Donald C. Brown

Donald C. Brown, 62, died May 8 at Rochester, N. Y. He was president of Brown Bros. Co., East Rochester, which this year is celebrating its 75th anniversary. Mr. Brown is survived by his widow, a brother and a sister. G. E. T.

William E. Bunting

William E. Bunting, 65, a partner in Buntings' Nurseries, Inc., Selbyville, Del., died April 21 in Beebe hospital, Lewes, after a brief illness.

Besides his widow, Delia, he is survived by his mother, Cora Bunting; his sons, William and Blaine; five brothers, Clayton, Chester, Raymond, Everett and Norman, and a sister, Mrs. Katherine Gray.

Carl A. Stevenson

Carl A. Stevenson, owner and operator of the Stevenson Nurseries, South Haven, Mich., for many years, died April 24 in University hospital, Ann Arbor. He was 85 years old and had been a resident of South Haven for 64 years, having served in the police department there at one time. Surviving are two daughters; a brother, Ernest, and two sisters.

Richard Larsen

Richard Larsen, 57, who had conducted the Silver Hill Nursery, Weston, Mass., died April 14, at New England Deaconess hospital. He had been ill about six weeks. The widow, Elizabeth N. Larsen, plans to dispose of the business.

APPROVAL has been given by city authorities to extensive renovation plans to be carried out in July by the City Line Garden Center, New Hyde Park, L. I., N. Y.

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**Roses — Rhododendrons
Magnolias — True Japanese Maples
Hollies — Taxus — Hardy Azaleas**

Many other choice items. For 35 years.

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We grow for the whole-
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FRUIT TREES Dwarf and Standard

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KELLY BROS. NURSERIES, INC.
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Finest Quality
PERENNIALS and SHRUBS
Write for complete trade list.
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ORNAMENTALS TREES SHRUBS EVERGREENS

Wholesale growers of a
general assortment for
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Seedlings and Transplants

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AMERICA'S BEST SOURCE
FOR
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Write for Trade List MENTOR, OHIO
Wayside Gardens

THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

SEED PROPAGATION

When I advocate more seed propagation, my thoughts and intentions are sometimes misinterpreted. Immediately I am opposed with remarks about there being too much poor nursery stock raised from seeds or with stronger retorts, such as "You wouldn't sell a seedling peach, would you?" I believe a fuller explanation of the philosophy behind my advocacy is in order.

First, I might say that probably 85 per cent of my own propagation is vegetative and much of what is raised from seeds is items like pine, fir and spruce. The big difference between those who protest and myself is one of attitude, and some examples will be cited to illustrate.

Public Pays for Improvement

As much as an honest person might wish it, there is no way to avoid making the public pay for a plant improvement program, because testing can never be complete until the public tests the plant and tests it widely.

Sometimes after prolonged testing a minor fault may become a major one. In blueberries, for instance, the type of scar made when the fruit is picked materially affects its keeping quality and sale. Incidentally, the blueberry improvement program has been one of the best and most successful of all plant improvement programs. Nonetheless, progress has merely opened up visions of still greater possibilities, and the public will have to pay for them.

Sometimes, half a loaf is better than none at all. I recall talking to some plant breeders at an experiment station about a program for improving a certain crop. After some years, results were only about half of what they had hoped. The question then arose as to whether the moderately improved plants should be distributed, so that the public might have at least some benefit from the work, or whether the program should be continued indefinitely, perhaps with the net result that the public would get nothing.

I have been told that certain plants should never be grown from seeds except for breeding purposes. This would be true of the peach and apple and of some ornamentals, but

even here a faint rebuttal is possible.

Since breeding programs are always limited, many possible new varieties and clones just do not get created for lack of time and facilities. If seed propagation were more widely practiced by growers, there would be a much greater chance of such varieties' being discovered.

Same Rules Apply

It is sometimes forgotten that the same genetic rules that apply to annual crops—wheat, corn, tomatoes—apply also to trees and shrubs. We think nothing of raising most of our food from seeds and, except that the generations are longer, our ornamentals could have been produced by the same methods.

In a few instances, vegetative propagation fails and makes this necessary. Just as a seedling tree can disappoint by the crop it produces, so can a grafted tree that displays faults after a few years.

Variation of seedlings is often a problem, but not always. Actually, in a great many plants seedlings show little or no variation. Anyone who has done much plant breeding soon realizes that plants reproduce true with maddening frequency and that to get a "break" is often an extremely difficult task. In other cases, plants will persistently refuse to hybridize.

Another thing that is forgotten is that varieties of our fruits, roses, etc., are unstable in that over a period of years (perhaps 50, with some exceptions) they tend to deteriorate.

"Too Many" Clones

There is today a mania for too many named clones; witness the azaleas. There is now a tendency to name too many hollies, particularly American hollies. Everyone who sees one a little different puts a name to it and propagates it.

Twenty-five years ago my father raised a lot of American hollies from seeds, marking them as to sex after they flowered. A majority of these equaled or bettered the named American hollies available. I think clonal names should be reserved for plants with really distinctive characteristics.

Some years ago, a friend at the

FALL, 1960

EVERGREENS
FRUIT TREES

SHRUBS
SMALL FRUITS

SHADE AND ORNAMENTAL TREES

C. M. HOBBS & SONS, INC.

Bridgeport 31, Ind.

Phones: Indianapolis, CHapel 4-1812 — Terrace 9-4952

350 Acres Established 1875

PIN OAK

(Quercus palustris)

	Each
5 to 6 ft.	\$2.00
6 to 8 ft.	3.00
8 to 10 ft.	4.00
1½ to 2-in. cal.	5.50

Well-branched, well-grown trees. Could be dug B&B. Economical transportation on full truckloads anywhere. Have pool loads to many areas.

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L. C. Gatewood—Betty Gatewood
12th and Vilas Leavenworth, Kan.
Phone: MU 2-6251

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One of the world's greatest nursery centers. Best soil for extensive roots. Lake Erie tempered for vigor.

Send for free membership list and map.

Names, locations and types of plants grown by over 100 members representing 4,000 acres of the very finest nursery stock. Write to:

**THE LAKE COUNTY
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Box 49, MENTOR, OHIO**

Roses, Shrubs, Trees, Vines, Azaleas, Hollies, Rhododendrons, Evergreens, Fruit Trees, Perennials, Liners — Finished Stock — All Sizes.

For the finest in

NURSERY-GROWN SEEDLINGS

Write—
Forrest Keeling
Nursery
Elkhart, Mo.
Hugh Stevenson, Prop.

**MISSOURI
GROWN
IS HARDY ...**

ARMINTROUT'S EVERGREEN NURSERY ALLEGAN, MICH.

Seedlings—Transplants
Finished Stock
Send for price list.

SHRUB and EVERGREEN LINERS

	Each
Burk Juniper, 6 to 10 ins.	\$0.12
Euonymus patens, small or medium-leaved, 8 to 10 ins. ....	.04
Forsythia Lynwood Gold, 8 to 12 ins. .	.04
Forsythia Spring Glory, 8 to 12 ins. .	.04
Euonymus coloratus, 8 to 10 ins. ...	.04
Pyracantha Kaskan, 5 to 8 ins. ....	.05
Pyracantha lalandi, 5 to 8 ins. ....	.05

Less than 300, total order,
2c more per plant.

Less than 50 of any item,
4c more per plant.

Shipment now or book your order
for spring.

See classified under lining-out stock
for other items.

McININCH GREENHOUSES

St. Joseph, Mo.

PERENNIALS

\$40 per 100

We still have choice selections growing in 1-gallon cans. Prompt ordering at these prices is recommended. Write for lists.

Prices F.O.B. Zeeland.

Michigan's West Shore Nursery

Marketing Co-Operative, Inc.

96th Ave. at M-21
Zeeland, Mich.

Ken Keizer, Sales Representative

IVY

The following varieties have wintered over very successfully at our nursery and we can heartily recommend them for beauty and hardiness.

	Per 100
Sweetheart (Hedera helix 238th St.) R. C.	\$15.00
Rochester (Hedera helix Rochester) R. C.	12.00
Stardust (Variegated Baltic) R. C.	12.00

Send for complete list.

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Perry, Lake Co., Ohio

THE JOSEPH F. MARTIN CO.

Growers of Fine Perennials and
Rare General Stock

Fall catalog available soon.

P. O. Box 189 Painesville, O.

VICARY PRIVET

Lovely golden-leaved variety. Extremely adaptable for a striking border. Retains full golden color from spring to fall. Beautiful for rose bed borders. Should have full sun.

	Per 10	Per 100	Per 1000
Liners in 3-in. pots	\$2.00	\$18.00	\$150.00
Rooted cuttings, 100, \$10.00; 1000, \$80.00.			

BEARDSLEE NURSERY PERRY, O.

Morris Arboretum sent me some flowering crab apple seeds, which produced trees whose bloom varied from white through pink to red. The trees varied, too, from upright to sprawling, the fruit from small to large and red to yellow. Only about 5 per cent were poor bloomers.

About 20 years ago I planted a quantity of these seedlings on a lady's estate (probably sold them cheaply too) and today she says they are the finest thing on her place and are admired by all. The mixture of the soft tones is exceedingly attractive. But because of the attitude of the public I am forced to sell Hopa, Almey, Parkman, etc., which are beautiful but do not have the same charm.

In our constant endeavor to improve plants it is to be hoped that we shall not lose sight of the many facets of plant genetics and shall keep the role of the seedling in its proper perspective.

TAXONOMIST VISITOR

Dr. B. K. Boom, taxonomist with the institute of horticultural plant breeding, Wageningen, the Netherlands, and his wife arrived in the United States earlier this spring to visit nurseries and botanical gardens along the eastern seaboard.

Dr. Boom, who has published much valuable information about the cultivated plants of Holland, is making the trip to obtain unusual specimens for the institute's herbarium and woody plant collections. Mrs. Boom, an artist, is working with her husband in the project, making sketches and drawings of all the materials as the collection is made.

Dr. and Mrs. Boom began their expedition in Florida and will visit nurseries and botanical gardens in coastal states from there to Connecticut before returning home in July. During May they were the guests of H. J. Hohman, Kingsville Nurseries, Kingsville, Md., who, along with Dr. F. G. Meyer, United States Department of Agriculture, Beltsville, Md., assisted them in planning their United States trip.

ENTERING the nursery business under the name of A & B Gardeners, Anthony and Louise Azzato and Fred A. Bickell, Jr., plan to offer a general line of garden plants, shrubs and trees at their location on Granite drive, Norwalk, Conn.

THORNTON'S is a new nursery and garden shop opened recently at Sidney, Mont., by Zona Thornton.

Thanks!

For your patronage during the past season. We trust it has been a profitable one for you.

You can maintain customer interest at a high level during the 1960-61 season by featuring these WILLIS top-notch specialties:

REDBIRD BARBERRY

(Patent Pending)

A spectacular new shrub. Watch for further announcements.

CHRISTINE BUISMAN ELM
MARSHALL SEEDLESS ASH
PINK-FLOWERING REDBUD
IDAHO LOCUST
ROSE ACACIA STANDARDS
GLOBE LOCUST
HALL'S HARDY ALMOND
CARYOPTERIS AZURE
GLOWING EMER QUINCE
CUT-LEAVED PERSIAN LILAC
SNOWBANK SPIREA
RED-FLOWERING TAMARIX
JAVA RED-LEAVED WEIGELA
MONKSHOOD VINE
REDGOLD HONEYSUCKLE
EUONYMUS DU PONT
EUONYMUS SARCOXIE

Full Information upon Request

THE WILLIS NURSERY CO.

"Your Wholesale Nurserymen"

Ottawa, Kan.

SPECIAL CONVENTION EVENT!

Be sure to stop at

SIEBENTHALER'S

Booth #85

**At the AAN Convention
4th Floor — Netherland
Hilton Hotel**

We've planned an event that is a "must" during your convention visit. Stop in.

(P.S. Plan to visit our nurseries and garden stores, too.)

THE Siebenthaler CO.
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REMEMBER SHERMAN'S for...

Alpine Currant
Hydrangea P.G.
French Lilacs
Snowball
Shade Trees
Evergreens
Phlox
Peonies
Plum Seedlings
Lining-out Stock

Let us quote you on your requirements.

SHERMAN NURSERY CO.
CHARLES CITY, IA.

NORTHERN-GROWN STOCK

Evergreen Liners
Ornamental Shrubs
Fruit Trees
French Lilacs
Shade and Ornamental Trees
Philadelphus Minnesota Snowflake
(Plant Patent No. 538).
Send for complete list.

J. V. BAILEY NURSERIES
1325 Bailey Rd. St. Paul 6, Minn.



EVERGREENS

Growers of Quality Evergreens
Lining-out Stock a Specialty
Write for Trade List

EVERGREEN NURSERY CO.
Established 1864 : STURGEON BAY, WIS.

COVER ILLUSTRATION

Spiraea Veitchi

Ernest Henry Wilson discovered *Spiraea veitchi* in June of 1900, when he first came across it in full bloom in the heart of China at an altitude of 10,000 feet. At the time he was collecting plants for the great English nursery firm of Veitch & Son, and when he realized how beautiful the shrub was, he requested that it be named *veitchi*, the Veitch spirea.

This shrub will grow 12 to 15 feet tall and may be almost as broad as it is tall. The numerous small flowers are borne in flat white flower clusters sometimes as much as three inches in diameter. The habit is gracefully arching, somewhat similar to that of *S. vanhouttei*, but taller.

Since this species was first introduced both here and abroad, it has proved reliably hardy in zone 5. The plant pictured on the cover of this issue was obtained from Veitch & Son in England in 1907 and has thrived in the Arnold Arboretum at Boston ever since. Once in a great while it is heavily pruned to promote young growth, and the photograph reproduced on the front cover was taken several years after just such pruning, for it is obvious that the plant is not up to its full height.

The leaves are entire, not toothed, three-fourths inch to two inches long and up to three-fourths inch wide. The flowers are, of course, white. Being a spirea, it is not susceptible to serious insect or disease pests and is quickly grown in almost any normally good soil. It can be pruned heavily and responds quickly to drastic treatment, doing best in the full sun.

In this day of small gardens, there is frequently not the space to give to growing such a large, vigorous deciduous shrub; so it is doomed to limited usefulness in our modern gardens, where space is usually a most decidedly limiting factor.

Donald Wyman

CAN-CAN CARNIVAL

[Continued from page 9]

restraint, guarding its resources of time and money.

Rather than making an intensive effort to line up all members to participate, representatives encouraged participation, but left it to the initiative of the individual firm to join up or not. As a result, the association feels that the quality of participation by roughly 100 firms was

New and Coming Sure-Fire Roses

BINGO

(Plant Pat. No. 1392)

A deep red hybrid tea with grandiflora tendencies. A. R. S. rating 7.5. Suggested retail, \$2.25.

Each	Each	Each	Each
1 to 9	10 to 19	20 to 99	100 to 249
\$1.40	\$1.25	\$1.125	\$1.05
Each 250 and up, 95c			

PINK FRAGRANCE

(Plant Pat. No. 1493). A. R. S. 1958, 7.6.

A many-petaled pink rose with outstanding, lustrous foliage. Suggested retail, \$2.50.

Each	Each	Each	Each
1 to 9	10 to 19	20 to 99	100 to 249
\$1.60	\$1.40	\$1.25	\$1.20
Each 250 and up, \$1.10			

ORDER THESE ROSES FROM ANY OF THE FOLLOWING NURSERIES:

The Monroe Nursery Co.

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Growers of Heavy Landscape Material Shrubs

Evergreens

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Write for List

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TAXUS CUSPIDATA SEED

1959 Crop Seed

1 lb., \$3.00; 5 lbs., \$13.75;
10 lbs., \$25.00; 25 lbs., \$60.00.

All prepaid to your address

MELLINGER'S, INC.

Box AN North Lima, Ohio

DUGAN'S CHOICE NURSERY-GROWN PLANTS!

See page 73, February 15, 1960, issue of American Nurseryman, for complete list or write.

DUGAN NURSERIES, INC.
Center St. Perry, Ohio



Wholesale growers of the best

Ornamental Evergreens

Deciduous Trees

Shrubs and Roses

Write for our current trade list.

The Kallay Brothers Co.
1251 Madison Ave. FAIRBURY, O.

"TREES THAT PLEASE"

Evergreens

Shade Trees

Seedlings

Shrubs

Write for price list.

PLUMFIELD NURSERIES

Box 471

Fremont, Neb.

somewhat higher than before. However, it is expected that the coming promotions will include 200 fully and effectively participating nurseries.

Those areas that did receive personal effort from C. A. N. representatives stood out in number of participants and over-all effectiveness of program. In the Central chapter, for instance, six nurseries in Contra Costa county ran a double-page spread in their local newspaper before the event and followed up with a full-page advertisement before the final week-end.

The Can-Can Planting Carnival ran from April 29 to May 8. As a result, some nurseries tied in their promotion with Mothers' day features. Some sent out mailers featuring the "Zing—it's Spring" theme.

Nurserymen's "Proclamation"

This year's mats included an official-looking document titled, "A Proclamation," which read:

Members of the California Association of Nurserymen are skilled professionals. Years of study, practice and research lie behind their vast knowledge and experience.

California gardeners and homeowners have learned to rely on the dependability and knowledge of the C. A. N. nurserymen for lovelier and more beautiful gardens. Honesty and integrity is another important part of the C. A. N. way of conducting business. Only truly named first quality material is handled and sold by its members.

The California Association of Nurserymen cooperates closely with the county and state agencies, encouraging and sponsoring programs of research at the University of California, state agricultural experiment stations and the United States Department of Agriculture. In addition, the C. A. N. members are endlessly active in the exhibition of plants, fruits and flowers through garden shows, fairs and garden clubs. They provide a continuous flow of vital and timely information through newspapers, magazines and by personal appearances at garden clubs, on radio and television. Let your garden rely on the knowledge and experience of a horticultural expert, the nurseryman that displays the California Association of Nurserymen emblem.

Expert, dependable service is the message the association wants to communicate to the home gardener, especially in the face of increased competition from non-nursery outlets. The C. A. N. is using its stepped-up market development program as a means of registering that message effectively.

ED NANCE, Elizabethton, Tenn., has expanded his nursery and landscaping service. A wide selection of garden supplies and equipment and a gift shop are included in the business, now known as Nance Nursery & Garden Center.

For Top-Quality

Northern-Grown

ROSES

In good assortment of patented and standard varieties.

BARE-ROOT

WRAPPED

POTTED

Write for your copy of our current list.

**MENTOR
ROSE GROWERS, INC.**

445 LITTLE MOUNTAIN RD.

MENTOR, OHIO

SPECIALS

Connell's Red Apple, New (Plant Patent No. 1602), 7/8-in. cal. grade only, \$1.60 each.

	Per 100	Per 1000		Per 100	Per 1000
Latham Raspberries			Cotoneaster acutifolia		
1/4-in. cal. and up,			3 to 4 ft.	\$50.00	\$420.00
strong	\$7.00	\$68.00	2 to 3 ft.	40.00	300.00
No. 1, 3/16-in. cal.,			18 to 24 ins.	30.00	220.00
strong	6.00	58.00			
No. 2	4.50	40.00	Rosa rugosa Hansa		
Philadelphus virginialis			2 to 3 ft.	55.00	
2 to 3 ft.	45.00	400.00	18 to 24 ins.	50.00	

SUMMIT NURSERIES, INC.

Stillwater, Minn.

LANDSCAPE MATERIAL Spring, 1960

White-Flowering Dogwood, single or clump form, 6 to 12 ft., well-budded, all sizes.

Flowering Crab Apples, 6 to 7 ft., 7 to 8 ft., transplanted, B&B.

Austrian Pine, specimen, 4 to 5 ft. Medium grade, 3 to 8 ft., for highway bidding sales, etc.

Euonymus alatus, 4 to 5 ft. and 5 to 6 ft.

WADE & GATTON NURSERIES

Bellville, Ohio

Phone: Butler, TU 3-3191

Specimen Landscape Materials Our Specialty...

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4400 READING ROAD
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Visit our nurseries when in Cincinnati



THORNLESS HONEYLOCUST

With a wonderful root system. Root Pruned and Transplanted.

8 to 10 ft., \$4.00 each
10 to 12 ft., \$6.00 each

At the junction of Routes 17 and 78, in Stark County.



C. D. INGELS & SONS
LAFAYETTE, ILLINOIS

PIN OAK SEEDLINGS

	Per 100	Per 1000
6 to 12 ins.	\$ 6.00	\$ 55.00
12 to 18 ins.	8.00	75.00
18 to 24 ins.	12.00	100.00

LEAVENWORTH NURSERIES

12th and Vilas Leavenworth, Kan.

PEACOCK NURSERIES

Evergreens **Shade Trees**
Shrubs **Peonies**

WHOLESALE GROWERS

Write for price list.

721 S. Cleveland-Massillon Rd., AKRON, O.

PLANT NOTES HERE AND THERE

By C. W. Wood

Geum Waight's Brilliant

While looking up my notes on *Geum triflorum* which I brought together for the story on that plant in the preceding issue, I came upon *Geum Waight's Brilliant*. It reminded me that I seldom see it and other small geums in gardens any more. Growers miss not a little good garden material by ignoring it and others of the small fry, including *G. borisi*, *G. depressum* and *G. gracilipes* from our Pacific northwest and *G. heldreichii* and *G. rossi*, the last being a rather difficult thing from the Arctic region. But we are presently interested in *Waight's Brilliant* and the note referred to above, which is set down here as follows, with the reminder that it was written 26 years ago.

Evergreen geums are usually a problem in northern gardens, few of the border kinds being able to stand the winters at 45 degrees north, even under the beneficial influence of Lake Michigan. However, one is likely to fare much better with the dwarfs, especially if one is assured of a good snow covering. Consequently, I was not surprised when *Geum Waight's Brilliant* came through three winters (this was in 1942) unscathed. And a brilliant, satisfying thing it is, with its showy, orange-scarlet flowers on 4-inch stems, from early spring until mid-summer, usually with another outburst of bloom just before winter overtakes it. As it has done best in shade in my trials, I have found that it makes a splendid ground cover plant on the north side of a shrub border, if it can be reached by the hose. It should be grown from divisions and can make good property in the hands of the neighborhood grower.

Centranthus

It is surprising to note that the *Centranthus* species are so seldom mentioned in modern garden literature. It makes one think that they are strangers to many gardeners. That, however, may not be true of *Centranthus ruber*, for I have seen it in numerous gardens and several nurseries that I visit. And its summer-long production of red, valerian-like flowers, in dense clusters, always attracts attention.

Unfortunately, neither nursery-

men nor gardeners seem to have any knowledge of the former's sister, *C. angustifolius*. In this one, lovely, glaucous, long linear leaves replace the broad ones of *C. ruber* and the flower clusters are an entrancing shade of coral pink. It, too, is fragrant, the fact adding to the value of an already desirable plant. Of interest to impatient gardeners is the fact that both species give one to two months, or more, of color the first year from April-sown seeds. Their height of approximately two feet fits them for forward positions in sunny borders. They might also find a place in the cutting garden. It is interesting to note, too, that white forms of both kinds are mentioned in the literature.

The Spanish annual, *C. macrostemon*, although rarely seen, deserves a better fate, especially from lovers of the unusual. In my trials it grew to about 18 inches and produced rather large, showy, rosy-red flowers in dense heads throughout the sum-

mer and early autumn from April sowings in the open. In addition to being a good cut flower, it is also a good border plant. Its bushy growth, clothed in pretty, bluish leaves, would make it a useful landscape plant, if it never bloomed.

Lesser Celandine

I received a letter recently which so vehemently condemned one of my old friends, the lesser celandine, *Ranunculus ficaria*, that I must rise to its defense. The writer is one of the few gardeners in the midwest who wholeheartedly condemn the plant "as a weed," while most of us agree with those of the Victorian age who called it "the flower of poets and children and simple country folk."

The gap between these two extreme views of the plant is partly to be explained by the simplicity of the former period and much misinformation in this confused age. The poet, William Wordsworth, admired the



CHRISTMAS TREES

Now booking orders for fall delivery. You are invited to visit our plantations after July 1 to select your stock.

VANS PINES

West Olive, Mich.

COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade Trees, Roses and Lining-out Stock.

Write for complete list.

ONARGA NURSERY CO.

ONARGA, ILL.

Peach

Hydrangea P. G.

Hydrangea P. G. (Tree Form)

Ornamental Trees

Grapevines, 1-yr. and 2-yr.

Thorne Brewster

WILLOWBEND NURSERY

PERRY, O.

EVERGREENS

Seedlings - Transplants

Write for illustrated list.

MATTHEWS NURSERY

HARBOR SPRINGS, MICH.

Northern-Grown Liners
Christmas Tree Seedlings
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By John J. Pinney
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cing and keeping records. 64 p. (1958)
.....\$1.00
AMERICAN NURSERYMAN
343 S. Dearborn St. Chicago 4, Ill.

plant so much and praised its "kindly, unassuming spirit" so highly that its likeness is reproduced upon his tomb. My friend who dislikes it so thoroughly does not care to talk about it except to condemn it. I thought that this latter individual might have had an unpleasant experience with the plant, as could easily have been the case if he had introduced it in a constantly moist spot where he had been trying to grow delicate plants. But I found out in some way that his antipathy stems from Bowles' comment in his "My Garden in Spring," where he wrote that "with the common wild forms one constantly struggles but cannot entirely expel them from the garden."

I think it was Mrs. Wilder who compared the hate of the lesser celandine with the person who counts the spoons, knives and forks every night to find out if the guests ran away with any of them. Be that as it may, I am fully convinced that gardeners in this country, with the possible exception of those in the Pacific northwest, where the moist climate approximates that of Mr. Bowles' England, need have no fear of the little charmer.

The type spreads out a carpet of pretty dark green, heart-shaped leaves over which floats a sea of highly polished yellow stars, on 6-inch stems, in earliest spring, with such early comers as golden bells and squills. As the plants disappear with the coming of hot weather, one must be prepared to clothe their home with other vegetation or suffer the unsightliness of bare places. There is an even better form, known as variety major, sparingly grown in gardens, although I seldom see it in nurseries. Neither form is likely to prove bothersome in eastern gardens, especially if grown as an undercover along shrub borders or as a carpet for hardy, spring-flowering bulbs. It can be easily increased from the little tuberous roots.

The Blue-Leaved Hedge Willow

A North Dakota reader asks if the blue-leaved hedge willow, a dwarf form of the purple osier, *Salix purpurea*, I believe, would be hardy in his state. As it is reported native to the arctic tundra, I should expect it to be hardy in gardens anywhere in the United States. Type *S. purpurea* grows eight to nine feet tall, while the blue-leaved hedge willow never exceeds two feet, and I have never seen it taller than 18 inches. It may be kept to six inches or anywhere between that and its maximum growth by judicious pruning. It is not difficult, then, to see a wide field of usefulness in sections where more

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Chicago 4

delicate edging plants cannot be grown.

It may be grown from cuttings, inserted immediately in the growing medium. The branches used for cutting are so tiny that they dry out quickly, so they should be handled expeditiously, taking just a few at a time. I found, when the plant first reached commercial channels about 30 years ago, that it rooted readily when the cuttings were taken in early spring before the buds commenced to swell. Since then I have heard that they root well when taken in late August.

It may be pruned to any desired shape, so should be good material for topiary work; it makes a lovely trimmed hedge, its tiny branches soon filling in a tight, little bush covered with small blue leaves.

Swertia

While recently going over some notes made in 1936, I came upon the following made on *Swertia perennis*, which may be of interest to growers of alpine: The only American *swertia* that I know is *S. perennis*, found in the mountains from Colorado northward. It also occurs in Europe and Asia and seems to have been the basis for Farrer's brief remarks on the genus in his "English Rock Garden." It is a bog plant in nature, so we are told, and needs similar conditions in the garden.

It is not brilliant in the manner of many members of the gentian family, but could be useful for damp spots in sun or light shade where, during June and July, it displays 10-inch pyramids of pale, blue-purple flowers (Farrer, perhaps more correctly, calls the shade "wet-slate-color, flecked with darkness." I do agree with him when he says that the family's charm lies more in its quaintness rather than in brilliance.

I read in my earlier note that seeds sown in autumn in pans and placed in a frame to freeze during the winter provide the best means of increase. If that implied ease of propagation, it must have been written with youthful enthusiasm, for I found later that there was many a slip between germination and a finished plant, the plants being almost as delicate as the small gentians.

Typha Angustifolia

A Georgia friend of this column who grows material for dry bouquets would like to know where the miniature cattails seen in the market come from. I suspect they would have to come from the narrow-leaved cattail, *Typha angustifolia*, which is found rather sparingly throughout

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the eastern United States and, perhaps, in the western sections of Europe and Asia. I do not find a source of supply at the moment, but it should be available to collectors of native plants, perhaps near the inquirer's place. As I write this note, I have a few cattails on the desk in a dry bouquet which I gathered from a water-filled ditch in northern Michigan last fall.

Although I never have seen it in a nursery, I can see no reason why it would not sell to users of small aquatic plants and those interested in dried plant material of the small size needed for winter bouquets. One who has grown the ordinary cattail, *T. latifolia*, in a small pool or tub, knows what a chore it is, but if he tries growing *T. angustifolia*, he will soon know how charming it can be. And if one looks around in one's customers' gardens, one will see how many plants of its type are needed to relieve the monotony of floating foliage in the small pool. I have seen *T. minima* mentioned in European literature as being much smaller than *T. angustifolia*, but I cannot speak from experience how much smaller it is, though it would probably be worth investigating.

All ordinary demands could, no doubt, be met by dividing the clumps; if large numbers are needed, seeds should be planted in a pan or flat and plunged in shallow water. They apparently come 100 per cent if seeds are fresh.

Some Thoughts on Stitchworts

The stitchworts (stellarias, of botanists) are generally considered weeds by gardeners because, no doubt, of the untold headaches and backaches caused by the pestiferous chickweed and others of its ilk. The incorrect use of violent spreaders, like *Stellaria graminea*, has not improved matters. There are a few good things in the genus, however, a fact which was brought home to

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me recently when I received an inquiry on *S. laeta*. Judging by what the inquirer said, I am sure he is talking about the plant I know as *S. longipes laeta*.

There is some confusion among botanists and the few nurserymen who have grown the plant, so I am not sure of the name. "Hortus" says that *S. laeta* is a synonym of *S. longipes* and calls the latter an annual. Gray's "Manual" makes *S. laeta* a variety of *S. longipes*, describing it as "usually very glaucous" and saying that it is "the commoner form northeastward, on sandy and gravelly beaches about the Gulf of St. Lawrence, Hudson bay, northward and westward."

That describes a plant that I had many years ago from Frank Campbell, a grower of rare plants in the Detroit area, and from James Mitchell, of Vermont, who made a study of plants of the Gaspé peninsula. The latter told me he found the plant growing in north-facing crevices of rock cliffs where it received little, if any, sunshine and often continuous drip.

It had more blue in its foliage than any other plant I have ever seen, something that would make it beloved of gardeners if it were more permanent or easier to grow. My best success came from growing it in a north wall, but my garden was too dry for its permanent happiness. The way it died out at times, for no apparent reason, unless it was from lack of moisture in the surrounding atmosphere or from too much dry heat, was most disconcerting, but usually it left enough live roots to make a quick recovery. No doubt there is some reason for that behavior—a reason or reasons which would come to light after a little experimenting, something for which I did not find the time.

It is a lovely ornament with its blue carpet of leaves, over which shine bright, white stars in early summer. As mentioned before, it grew best in a north wall, planted in a leafy soil on the moist side. It also did well in a shaded frame where it had plenty of moisture. As far as the inquiry is concerned, I seriously doubt that much money could be made with the plant unless one had a clientele of ardent gardeners; however, it might be worth a trial. It grows readily from stem cuttings in early spring and probably at other times of the year, and it is not hard to keep going in a shaded frame.

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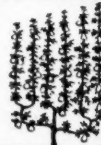
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WESTERN TREE MEETING

[Continued from page 13]

search over the years could be expected to produce disease-resistant trees in a wide variety of predictable forms and sizes, often carrying interesting special features of foliage, flowers or habit.

A fourth method of enlarging tree lists, which was seriously proposed by Professor Stoutemyer, is the growing of some shrubs as trees. The early slower growth and pruning needed would doubtless increase the initial cost. However, such trees would remain in proper scale and have a low maintenance requirement over long periods of time.

Leptospermum laevigatum can make a good lawn tree. Several of the *escallonias*, such as *E. organensis* and *E. montevidensis*, would probably make excellent small trees. Some cities are planting oleanders.

Toyon and *Ceanothus arboreus* are being tried in some municipalities. The hybrid forms of the latter would doubtless be preferable, as, for example, *Ceanothus Ray Hartman*. This is believed to be a hybrid of *Ceanothus griseus* and *C. arboreus* and is better adapted to garden conditions than the latter species.

Some of the large species of coto-neasters make highly acceptable small trees. One of the mountain mahoganies, *Cercocarpus traskiae*, is an exceptionally lovely small tree. There are many others which could be used in this manner.

Desirable New Trees

Although something of a weed tree, the western broad-leaved maple is useful. A selected form is Seattle Sentinel from the grounds of the University of Washington Arboretum. This might be propagated. A strikingly handsome evergreen tree now being distributed by the Saratoga Horticultural Foundation is *Cinnamomum glanduliferum*, the Himalayan camphor.

Cornus nuttalli eddiei is a variegated form with yellow-streaked leaves. This blooms both spring and fall under cultivation. A southern form of the same species, *Pilgrim*, is also grown on the rootstock of *C. capitata*. The western dogwood is capricious and difficult to grow on its own roots under cultivation, and losses are excessive.

An interesting hybrid between the English and Mexican hawthorns is *Crataegus Autumn Glory*. This has large, bright red fruit. *Dodonaea viscosa purpurea* is usually considered to be a large shrub but is being trained to standard form and is

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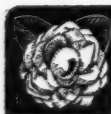
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being tried as a street tree at Claremont, Calif. It is hoped that it will prove to be a successful downtown street tree.

Eucalyptus platypus has leaves of unusual color and is being recommended for street planting by a keen student of this group of plants. The Moraine ash is a patented clone of Fraxinus holotricha and is promising for use in central California.

Geijera parviflora is known as Australian willow. It is a good tree for severe, desert conditions. Some new clonal ginkgos are ready for introduction. One of these, Fairmont, is an upright form.

Ilex altaclarensis wilsoni is being tried as a street tree in Fresno and Beverly Hills. Another holly under test is Ilex latifolia, which has exceptionally large leaves. Selections of the Formosan and the Oriental liquidambar from Asia Minor are being made. Both appear to be valuable species.

Sideroxylon novo-zelandicum is slow growing but most promising. Persea indica is failing as a street tree in southern California, because of root rot, but is more successful in the north. Tristania laurina is a small evergreen tree with bright yellow flowers and birchlike bark. Celtis australis has been outstanding in some locations but has had insect problems in others.

It was brought out in the discussion that seedlings of Magnolia grandiflora should never be used. Saint Mary was named as one of the finest horticultural selections of this species. It was also noted that Catalina island will be searched in the near future in an attempt to find superior types of the Catalina cherry for clonal propagation.

Employee Training Panel

Tuesday afternoon's panel on personnel training was moderated by Walter J. Barrows, superintendent of parks, Whittier, Calif., with O. A. Batchellor, chairman of the horticulture department, California State Polytechnic College, San Dimas, Calif., and Austin B. Carroll, line-clearing supervisor, Sacramento municipal utility district, Sacramento, Calif., as panel members.

In-service personnel training was seen by the panel as an executive function which, when properly executed, develops a specific tool to make it easier for each department head or owner to accomplish his objective. On-the-job training increases an employee's confidence and his willingness to shoulder additional responsibility.

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well-organized training and development program for all employees, it was noted that others scatter their attention to just a few employees and often overlook one of the great needs in this field of training—developing supervisory personnel. The panel emphasized that there should be an “understudy” for each key position in an organization.

In order to make personnel training effective, the employer should keep in close personal touch with all members of his staff. He should give them a sense of participation in the planning and conduct of the business and an opportunity to develop judgment and initiative. It is important that the employer or department head analyze the duties attached to each position on his staff to make sure the work load is evenly distributed.

The executive who is planning an in-service training program should ask himself the following questions: (1) Why is training needed? (2) In what specific areas is training needed? (3) What training materials and methods will be most effective? (4) When can the training best be undertaken? (5) Should the training be given on or off the job site? (6) Who will conduct the training? (7) Will the training be put into practice?

Employer Must Learn, Too

It is important that the person directing a training program seek additional information and develop greater skills himself if he wants his subordinates to do likewise. Many valuable ideas can be gained through trade publications, professional association meetings and contacts with individuals outside one's own field of endeavor.

Mr. Carroll showed a series of color cartoon slides presenting technical aspects of arboriculture and various applications of techniques in a clear, graphic manner. With this excellent training aid, employees can grasp such principles more clearly and quickly than if they were presented by the usual classroom method.

GROWTH of its garden supply business has warranted a 35x70-foot addition to present storage facilities at the Ipswich, Mass., nursery of Corliss Bros., Inc. Fertilizers, peat, humus and other garden needs will be stored in the upper level of the building addition, while the cellar will accommodate fall-dug nursery stock and provide space for canning and potting operations and for preparation of packaged soil mixes.

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CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary
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TRI-COUNTY CHAPTER

A regular meeting of the Tri-County chapter of the California Association of Nurserymen was held at the San Roque Steak House, Santa Barbara, April 22, with 26 members present.

Fred Gillalan, California Spray-Chemical Corp., Richmond, Calif., presented a time-lapse film, entitled "Mystery of Plant Life," showing the stages of plant growth and flower development. Knecht's Gardens, Ventura, withdrew from membership in the chapter. A change in the meeting place at Santa Barbara was suggested.

A request was read from Jack Wick, executive secretary of the C. A. N., to select three members for the legislative action committee and one member for the scholarship and education committee of the C. A. N. This matter was tabled.

A suggestion that the chapter have an entry in the Santa Barbara flower show in July was tabled until the next meeting, at which time Walter Barrows would present a plan.

Lynda Williams, Sec'y.

CENTRAL CHAPTER

The Central chapter of the California Association of Nurserymen met May 10 at the Alameda hotel, Alameda, Calif., with all directors but Ralph Weber, Telegraph Nursery, Oakland, present. State Association President Jack Schneider, Orchard Nursery, Lafayette, also attended the meeting. Introduced as a new member was Clarence E. Hoff, Hallawell Seed Co., San Francisco.

Ted Sorensen, Sorensen's Select Bulbs, Oakland, reported on the chapter's exhibit in the recent California spring garden show, and he thanked the committee that worked on the display.

A substantial majority voted in favor of changing the constitution to include a vice-president.

The following persons were nominated for offices for the 1960-61 term: President, Bert Wright, Wright Bros. Nursery, Lafayette; vice-president, Stewart Wade, Orchard Nursery, Lafayette; secretary-treasurer, Larry Basker, Oakland, and directors, Robert Barnhart, Montclair Nursery, Oakland; Leo Dupuich,

Encinal Nursery, Alameda; Bert Googins; Nick Lasagna, West Brae Nursery, Berkeley; William Mulholland, Mulholland Nursery, Montebello; John Rosa, and Ben Colombo, Franklin Canyon Nursery, Martinez.

Speaker for the evening was John Dolan, director of the Oakland School of Memory. To demonstrate the effect of concentrated memory work, Mr. Dolan met every member personally and then was able to call every one by his correct name. Mr. Dolan said that most memories are potentially good and that people need only be taught to concentrate to improve their memories.

Larry C. Baker, Sec'y.

SUPERIOR CHAPTER

The Superior chapter of the California Association of Nurserymen held its April meeting at the new Cordovia Lodge, just outside Sacra-

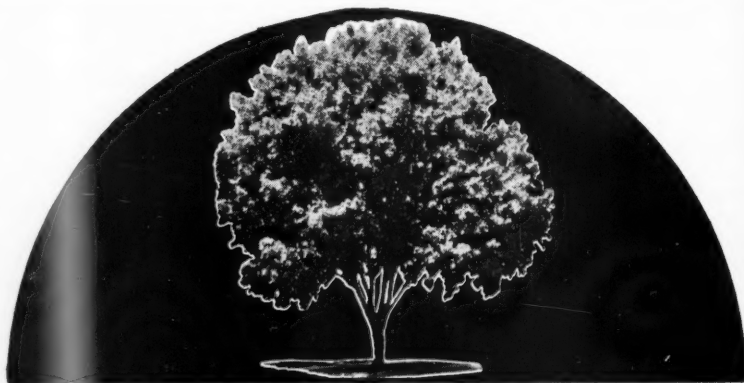
mento, Calif., with an attendance of 57.

President Richard Oki, Oki Nursery, Perkins, conducted a short business meeting before Tom Irving, Fair Oaks Boulevard Nursery, Sacramento, secretary, presented the program. Two films were shown, one on Las Vegas, Nev., and the second showing scenes of Washington, D. C. The meeting was then adjourned.

S. G.

SEQUOIAS TRAVEL BY JET

Seven sequoia trees in 5-gallon containers were recently supplied and shipped from Los Angeles, Calif., to Baltimore, Md., by Armstrong Nurseries, Ontario, Calif. Traveling 2,300 miles at an altitude of 27,000 feet in a jet aircraft, these trees were planted in the Ivy Hill Forest, Maryland, in honor of well known conservationists. May 4, the Federated Garden Clubs of Maryland dedicated the conservation trail at Ivy Hill Forest. The forest, a woodland retreat near Baltimore for use by members of the Maryland conservation federation, now has a lake, waterfalls, 100 acres of unspoiled woodland, shrubs, wildflowers and miles of trails.



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A. A. R. S. HOSTS PRESS

May 6, All-America Rose Selections, Inc., presented the winners of the 1961 All-America awards to press and broadcast representatives at San Francisco. Cocktails and luncheon for 60 preceded the presentation, staged at the Fairmont hotel. Paul Howard, Howard Rose Co., Hemet, Calif., president of A.A.R.S., narrated the history of the organization and told its benefits to the industry and the public.

J. Awdry Armstrong, Armstrong Nurseries, Ontario, Calif., discussed the 1961 winners, Duet and Pink Parfait, both from Armstrong's. Mr. Armstrong explained how All-America roses are developed in general and the evolution of these two in particular.

Seated at the head table, along with Messrs. Howard and Armstrong and this year's Rose Queen, were David Stump, Armstrong's, and Walter Borchers, W. B. Clarke & Co., San Jose, a leading organizer of the San Francisco function.

Seated around the tables, adorned with arrangements of this year's winners, were other leading rose growers. Among those wearing corsages and boutonnieres of Duet and Pink Parfait were Mr. and Mrs. Clyde Stocking, Stocking Rose Nursery, San Jose; Mr. and Mrs. George Roeding, Jr., with George III and Bruce, California Nursery Co., Niles; John Hahn, Ruehl-Wheeler Nursery Co., San Jose; Pat Dering, Peterson & Dering, Scappoose, Ore.; Dennison Mory, Jackson & Perkins Co. of California, Pleasanton, Calif., and William Moffet, Mount Arbor Nurseries, Shenandoah, Ia. R. B. K.

OREGON NOTES

The Rose City chapter of the Oregon Association of Nurserymen met recently at Portland, with the chapter president, Joe Klupenger, Klupenger Nursery & Greenhouses, Portland, in charge of the meeting. Members of the Portland theater workshop presented entertainment, and Mr. Blich, resident claim superintendent, State Farm Mutual Automobile Insurance Co., was speaker for the evening. A third portion of the program consisted of color slides of retail nursery layouts and landscape plantings supplied by Paul Van Allen, Portland Wholesale Nursery Co.; Bob Walker, Holgate Nursery; Norman June, Junays Garden Center, and Joe Klupenger, all of Portland.

The Columbia River chapter of the O. A. N. met at Gresham April 28, with president Bill Moller, Moll-



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American Nurseryman Chicago 4.

er's Nursery, Fairview, presiding. Reed Vollstedt, Reed's Garden Centers, Eugene, president of the O. A. N., attended the meeting. In a short talk he urged members to support association activities and discussed the Gearhart meeting, dates of which are September 19 to 21. Harry Thompson, Principal, Gresham Union high school, spoke on the new junior college that will be started at the school in September. E. Mike Dering, Peterson & Dering, Scappoose, showed pictures of the rose gardens he visited in Europe last year and then answered questions about European methods of growing and merchandising.

President Reed Vollstedt of the O. A. N. chose George Caldwell, Stark Street Nursery, Portland, as chairman of the Gearhart committee. Mr. Caldwell called a meeting of the committee May 11 at the Portland Wholesale Nursery Co., at which time plans were laid for staging the Gearhart meeting.

Mrs. Robert Snodgrass, Esch Nursery, Portland, recently reported the theft of a huge, 32-year-old rhododendron. The plant had been sold and was balled and burlapped for delivery—with a 6-foot ball. According to Mrs. Snodgrass, it must have taken three men and a truck to accomplish the theft.

Fred Edmunds, Jr., rose grower, Portland, has been appointed general chairman of the 72nd annual rose show, which will be held June 9 and 10 at the Sheraton-Portland hotel.

Ambrose Brownell, Brownell's Holly Farms, Milwaukie, was recently chosen as president of the East Willamette Savings & Loan Association, which opened at Milwaukie in April. Mr. Brownell and other officers were shown in a front-page picture carried in the Milwaukie Review.

C. H. P.

U. C. SOIL MIX

At a recent meeting of the Monterey Bay chapter of the California Association of Nurserymen, John Edwards, Edward's Nursery, Palo Alto, Calif., a camellia grower, discussed the U. C. mix for container stock. The U. C. mix is a soil mixture developed by the University of California, Berkeley. Because of the increase in subdivision in California, nurserymen in the northern and central parts of the state are faced with a shortage of good soil for container growing. During the past 50 years California nurserymen have used various soil mixes, the one considered best containing leaf mold. But because leaf mold is not always avail-

ding. Cen- the In a sup- dis- dates 21. fresh- n the l be nber. ring, f the e last tions wing

the well, d, as umit- eting the D., at stag- Esch ported r-old been pped Ac- must ck to ower, heral rose and otel. nell's re- the As- wau- other page ukie P.

When a plant is sold, it is fertilized before it is sent out, the fertilizer being effective for 60 to 90 days. A retailer who receives plants treated this way should start a mild fertilizing program within 30 days of receipt of the plant. When a home-owner finally buys a plant grown in the U. C. mix and fertilized correctly, he will have a plant that is well started and has a good root system.

Some nurserymen might have had difficulty, because fertilizer leaches out faster and plants take more water in warmer valleys. However, growers are trying to stabilize the manner in which the plants are being grown so that nurserymen will be able to get the plants when they want them.

Nurserymen will ultimately have more success with plants grown in the U. C. mix. The same soil mix and fertilizing formulas are used for all kinds of plants. A book explaining the starting of plants in the U. C. mix is entitled "The U. C. Mix for Producing Healthy Container-Grown Plants, Manual 23."

The U. C. mix contains fir bark, which is less expensive than redwood bark and does not break down so rapidly, therefore reducing the amount of fertilizer required. Fir bark also drains rapidly and aerates much better; it has less tannic acid, which has a toxic effect on certain plants. Rice hulls are used in the mix when they are available and cheap. Because these two ingredients give great aeration and breakdown and liberate potash freely, there is no need to add potassium salts in fertilization. In Oregon, perlite and peat moss have been successfully used in the mix. The ingredients of the mixture make no difference in the end product, if the growing period is controlled. Soil chemists can determine what fertilizer is required by the plants.

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The story of the Malling Apple root-
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cessors, the M. M.'s 104, 106, 109, 111
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Forms for July 15 issue will close Friday, June 24.

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8 to 10 breaks 35c each
12 to 15 breaks 45c each
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Above varieties, 100 or more plants per flat, \$3.50 per flat; 2 or more flats, \$3.00 per flat. Shipped express in our new "Saf-Tee-Pac-Way." Delivery now through September.
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9 to 12 ins. 8.00 70.00
12 to 18 ins. 15.00 120.00
18 to 24 ins. 30.00

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4 to 8 ins., 2-2 20.00 180.00
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18 to 24 ins., 2-3 80.00
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Taxus media densiformis, 4 to 6 ins. 27.50 250.00
Taxus media hatfieldi No. 18, 4 to 6 ins. 22.00 200.00
Taxus dwarf heasleyi, 4 to 6 24.00 220.00
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Taxus media hicksi, 4 to 6 22.00 200.00
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Ilex convexa bullata, 3 to 6 ins. 22.00 200.00
Ilex crenata hetzi, 4 to 6 ins. 22.00 200.00
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2-YR., 2 1/4-IN. ROSE POTS
Taxus media andersoni, 6 to 12 27.50 250.00
Taxus media browni, 6 to 12 27.50 250.00
Taxus media clifforti, 6 to 12 27.50 250.00
Taxus cuspidata, 6 to 12 ins. 27.50 250.00
Taxus cuspidata, semiup, 8 to 12 ins. 27.50 250.00
Taxus media Halloran, 6 to 12 27.50 250.00
Taxus media hatfieldi, 6 to 12 27.50 250.00
Taxus media hatfieldi No. 18, 6 to 8 ins. 27.50 250.00
Taxus heasleyi, dwarf, 6 to 8 27.50 250.00
Taxus media hicksi, 6 to 12 27.50 250.00
Taxus media huneewelliana, 6 to 8 ins. 35.00
Taxus intermedia, 6 to 12 ins. 27.50 250.00
Taxus media thayerae, 6 to 12 27.50 250.00
Taxus cusp. vermeuleni, 6 to 12 27.50 250.00
Taxus media wardi, 6 to 12 ins. 35.00 300.00
Taxus media welleriana, 6 to 12 ins. 27.50 250.00
Taxus media wymani, 6 to 12 30.00 275.00
2-YR., TT, FIELD
Juniper, Andorra compacta, 6 to 12 ins. 30.00 275.00
Juniperus communis depressa aurea, 4 to 8 ins. 30.00
Juniperus glauca hetzi, 6 to 12 30.00 275.00
Juniperus chin. nelsoni, 6 to 12 ins. 35.00 300.00
Juniperus chin. pfitzeriana, 6 to 12 ins. 30.00 275.00
Juniperus chin. pfitzeriana glauca, 6 to 8 ins. 30.00 275.00
3-YR., TT, FIELD
Taxus media Adams, 8 to 12 30.00 275.00
Taxus media andersoni, 6 to 12 35.00 325.00
Taxus media browni, 8 to 12 40.00 350.00
Taxus cusp. capitata, seedling-grown, 8 to 15 ins. 40.00 350.00
Taxus media clifforti, 8 to 12 40.00 350.00
Taxus cuspidata, 8 to 12 ins. 35.00 325.00
Taxus cuspidata, semiup, 8 to 12 ins. 40.00 350.00
Taxus media hatfieldi, 8 to 12 40.00 350.00

(Continued in next column)

(Continued from previous column)

Taxus media hatfieldi No. 18, 8 to 12 ins. 40.00 350.00
Taxus media hicksi, 8 to 12 40.00 350.00
Taxus intermedia, 6 to 12 ins. 40.00 350.00
Taxus media thayerae, 6 to 12 40.00
Juniperus glauca hetzi, 12 to 15 ins. 40.00 375.00
Juniperus chin. nelsoni, 8 to 12 50.00 450.00
Juniperus chin. pfitzeriana, 12 to 15 ins. 40.00 375.00
Thuja occ. elegantissima, 12 to 15 ins. 40.00 350.00
Thuja occ. pyramidalis, 12 to 15 ins. 40.00 350.00
Thuja occ. Hetz's Winter Green, 12 to 18 ins. 40.00 350.00
Thuja occ. woodwardi, 6 to 12 45.00 400.00
Retinispora nana aurea, 8 to 12 ins. 50.00
4-YR., TT, FIELD
Taxus media Adams, 12 to 15 40.00 350.00
Taxus media andersoni, 8 to 12 45.00 400.00
Taxus media browni, 8 to 12 50.00 450.00
Taxus capitata, 8 to 15 ins. 40.00 350.00
Taxus cuspidata, 10 to 15 ins. 45.00 400.00
Taxus media hatfieldi, 8 to 12 50.00 450.00
Taxus media hatfieldi No. 18, 8 to 12 ins. 50.00 450.00
Taxus media hicksi, 12 to 15 50.00 450.00
Taxus intermedia, 8 to 12 ins. 55.00 500.00
Partial list of liners. Catalog on request.
HEASLEY'S NURSERIES
247 Freeport Rd. Butler, Pa.

SPRING OF 1960

ROOTED CUTTINGS

Per 100 Per 1000
Juniper, Andorra, 6 to 8 ins. \$0.11 \$0.10
Juniper, Hetz, 6 to 8 ins.10 .09
Juniper, Pfitzer, 6 to 8 ins.11 .10
Taxus browni11 .10
Taxus hicksi, 6 to 8 ins.10 .09
Taxus cuspidata, 6 to 8 ins.10 .09
Taxus capitata (leaders), 6 to 813 .12
Taxus hatfieldi, 6 to 8 ins.11 .10
1-YR. TRANSPLANTS
Taxus cuspidata18 .16
Taxus hicksi18 .16
Arborvitae woodwardi16 .15
2-YR. TRANSPLANTS
Taxus cuspidata26 .24
Taxus hicksi26 .24
Euonymus vegetus, large-leaved15 .13
Euonymus vegetus, small-leaved15 .13
Euonymus alatus20 .18
3-YR. TRANSPLANTS
Taxus hicksi34 .32
Taxus cuspidata34 .32
Taxus hatfieldi34 .32
2-YR. TRANSPLANTS
Colorado Blue Spruce08 .03
Taxus capitata12 .10
GRAFTS
Swartz Blue Spruce \$1.25 each
DRAKES NURSERIES
G-4342 Branch Rd. Flint 6, Mich.

ROOTED CUTTINGS

Each, 100 1000
Juniper, Andorra, 4 to 6 ins. \$0.07 \$0.06
Juniper, Hetz, 5 to 7 ins.07 .06
Taxus cuspidata, 5 to 7 ins.07 .06
Taxus capitata, 5 to 7 ins.07 .06
Taxus hicksi, 6 to 8 ins.07 .06
Arborvitae, globe, 5 to 7 ins.07 .06
Arborvitae, pyramidal, 5 to 7 ins.07 .06
Arborvitae, Am. dark green, 5 to 707 .06
Cash with order earns free packing.
GREAT LAKES TREE CO.
Oostburg, Wis.

EVERGREEN CUTTINGS

Per 1000
5000 Taxus media hicksi \$ 95.00
2500 Taxus wardi 105.00
750 Taxus browni 95.00
750 Taxus media hatfieldi 95.00
900 Owen's compact Pfitzer Juniper 95.00
10 per cent discount if picked up at our nursery.

A.L. NORDHEED, LANDSCAPER
West End Greenhouses
Box 82, 1200 W. Goodwin Urbana, Ill.

HEAVY ROOTED CUTTINGS

OUT OF SAND
About 100,000 Taxus and 20,000 Ilex.
Write for prices and kinds.

HOLLY NURSERY
Vrooman Rd. Painesville, O.

Turn Stock into Dollars
by Listing It in the Classified Ads
of the American Nurseryman.

ROOTED CUTTINGS AND LINERS

Spring 1960	100	1000
Arborvitae, American, 6 to 8 ins.	\$0.09	\$0.08
Arborvitae woodwardi, 6 to 8 ins.	.09	.08
Juniperus heterophylla, 6 to 8 ins.	.08	.07
Juniper, Irish, 6 to 8 ins.	.09	.08
Taxus, Anderson, 6 to 8 ins.	.09	.08
Taxus browni, 6 to 8 ins.	.10	.09
Taxus cuspidata, 6 to 8 ins.	.08	.07
Taxus hatfieldi, 6 to 8 ins.	.10	.09
Taxus hicksi, 6 to 8 ins.	.09	.08
Taxus wardi, 6 to 8 ins.	.10	.09
1-YR. TRANSPLANTS		
Juniper, Irish	.15	.14
Taxus cuspidata	.16	.14
2-YR. TRANSPLANTS		
Juniper, Irish	.22	.20
Taxus cuspidata	.24	.22
3-YR. TRANSPLANTS		
Juniper, Irish	.32	.30
Juniper, Irish	.38	.36
Taxus cuspidata	.33	.31

Cash with order, 3 per cent discount, 1/3 deposit with all orders, balance at shipping time. 300 of a variety at 1000 rate.

NEIDEL'S NURSERY

216 Park Ave. Oil City, Pa.

EVERGREEN LINERS

POTTED, BEDDED CUTTINGS	Per 100	Per 1000
Juniper, Pfitzer, 2 1/2-in. pots	\$27.50	\$250.00
Juniper, Pfitzer compacta, 2 1/2-in. pots	27.50	250.00
Juniper, glauca hetzi, 2 1/2-in. pots	22.50	200.00
Taxus, Adams, 2 1/2-in. pots	27.50	250.00
Taxus browni, 2 1/2-in. pots	27.50	250.00
Taxus cuspidata, 2 1/2-in. pots	27.50	250.00
Taxus hatfieldi, 2 1/2-in. pots	27.50	250.00
Taxus intermedia, 2 1/2-in. pots	27.50	250.00
Thuja pyramidalis, 2 1/2-in. pots	22.50	200.00
Thuja woodwardi, 2 1/2-in. pots	22.50	200.00
3-YR. BEDDED CUTTINGS		
Taxus cuspidata	17.50	150.00
Taxus hicksi	17.50	150.00
Improved Pyramid	17.50	150.00
Juniper, Andorra	17.50	150.00
Siberian Arborvitae	17.50	150.00
Juniper, Pfitzer	17.50	150.00

No charge for packing if cash accompanies order.

THE HOLLANDIA GARDENS

South Vienna, O.

SPECIAL SPRING PRICE LIST

The finest: Taxus, Arborvitae, Junipers and broad-leaved liners and rooted cuttings. 2-yr., pot-grown stock, 7 to 9 ins., sheared, 20c to 26c each, per 1000 rate.
Heavy rooted cuttings, 1-yr.-old, 8c to 10c, per 1000 rate.
NOTE: Write for price list with full line of potted stock and rooted cuttings. Bargain "get acquainted" offer on 250 2-yr. pot plants or 250 rooted cuttings. Special prices on large quantities. Samples free on request. Call collect TIPP CITY, NO 7-6398.
MIAMI NURSERY CO., TIPP CITY, O.

ROOTED CUTTINGS

Each, 100	1000
Taxus, cuspidata, hicksi, browni, intermedia, wardi, Sebian, compacta, hatfieldi	\$0.10 \$0.09
Ilex rotundifolia	.10 .09

All cuttings shipped prepaid.
Free boxing and packing. One-fourth payment with order, balance before shipment. 2 per cent discount, cash with order.

Write for price list.

RICHARDSON NURSERIES, INC.
53947 Fir Rd., R. 1 Granger, Ind.

FROM OUTSIDE SAND-PEAT FRAMES

50,000 Ilex burfordi, heavily rooted3c
60,000 Ilex rotundifolia, heavily rooted3c
40,000 Wax Ligustrum lucidum, heavily rooted cuttings2c
All plants rooted summer of 1959.
Quality plants, free packing, quick delivery.
E. F. DUBOISE NURSERY
Huntsville, Ala.

EVERGREEN LINERS

Picea pungens glauca kosteriana.
Koster's Blue Spruce.
Pot-grown grafts. May shipment.
\$110.00 per 100, \$500.00 per 500.
J. BLAAUW & CO., LINCROFT, N. J.

EVERGREENS, B&B

EVERGREENS				
AMERICAN RED PINE				
2 to 3	3 to 3½	3½ to 4	4 to 4½	4½ to 5
\$2.50	\$3.00	\$3.50	\$4.25	\$4.50
EASTERN WHITE PINE				
\$2.75	\$3.25	\$3.75	\$4.50	\$5.50
Planted as 3 and 4-yr. transplants in 1953				
Trimmed carefully for 6 consecutive years				
Above are all top quality, choice plants, B&B				
WADE CHRISTMAS TREE FARMS				
Route 1		Bellville, O		

Planted as 3 and 4-yr. transplants in 1953. Trimmed carefully for 6 consecutive years. Above are all top quality, choice plants, B&B.
WADE CHRISTMAS TREE FARMS
Route 1 Bellville, O.

SPECIMEN DOUGLAS FIR

4 times transplanted, average 7 ft., \$25.00 each. B&B. Also Yews, Pfitzer and Andorra Junipers, Holly and Pines. 50 miles S. E. of Chicago. Phone Lowell 3514.

THE EVERGREEN NURSERIES

Hebron, Ind.

FOLIAGE PLANTS

BIG-LEAVED PHILODENDRON

TOTEM POLES
Pertusum, 6-in. plastic pot on 24-in. cy-
press slab, 2 plants per pot, \$1.40 each pot.
Hastatum, 6-in. plastic pot on 24-in. cy-
press slab, 2 plants per pot, \$1.40 each pot.
The above 6-in. pots packed 9 per carton.
No packing charge.
BAYWOOD NURSERIES CO., INC.
P. O. Box 24 Plymouth, Fla.

GERANIUMS

GERANIUMS
100,000 rooted cuttings from
greenhouse stock, most varieties,
\$11.00 per 100, \$100.00 per 1000.
Unlimited quantity, 2 1/2-in. Jiffy-Potted,
bedding GERANIUMS,
ready now.
\$150.00 per 1000. Pick up.
Order now through your broker or direct.
SAELTZER GREENHOUSE, INC.
25039 Center Ridge Rd. Westlake, O.
Phone TR 1-1515

QUALITY GERANIUM CUTTINGS

Unrooted, \$4.50 per 100, \$40.00 per 1000;
rooted, \$8.50 per 100, \$80.00 per 1000. Special
varieties slightly higher. Catalog of
over 150 leading varieties free.
C. SECRIST, MUSCATINE, IA.

GROUND COVERS

GROUND COVERS
Myrtle (Vinca minor), hardiest Ohio creep-
ing periwinkle-blue flower, nursery-grown;
20 to 25 lead made-up clumps, \$50.00 per
1000. Prompt shipment. Pachysandra, 1-yr.
rooted cuttings, 8 to 10 ins., \$50.00 per 1000.
Hedera helix (Eng. Ivy), 1-yr. rooted cut-
tings, \$50.00 per 1000. Boston compacta Fern,
Cinnamon Fern, Christmas Fern, large
clumps, \$9.00 per 100. Honeysuckles, 3-yr.,
branched and standardized for landscaping
larger areas, \$45.00 per 1000. Kudzu vines,
2-yr. root crowns, \$9.00 per 100.

IVY DALE NURSERY

Upper River Rd. Gallipolis, O.

Hardy Myrtle (Vinca minor), plants with
20 leads or more and good roots, \$5.00 per
100, \$45.00 per 1000. Pachysandra, sand-
rooted cuttings, \$40.00 per 1000. English Ivy,
sand-rooted cuttings, \$40.00 per 1000. Cash.
Also potted stock of all items listed.
Samuel I. Minder, 1248 Wabank Rd., Lan-
caster, Pa. Phone EX 3-6347.

GROUND COVERS

Per 1000
Hall's Honeysuckle, size to pot.....\$12.00
Hall's Honeysuckle, 2-yr., No. 1..... 65.00
Vinca minor, row-run, size to pot..... 15.00
Vinca minor, clumps, 5 to 10 leads.... 20.00
Vinca minor, clumps, 10 to 15 leads.... 30.00
O. H. PERRY NURSERY CO.
Box 545 McMinnville, Tenn.

HARDY PLANTS

PERENNIALS
of
HIGH QUALITY
for
SATISFIED CUSTOMERS.
Write for free catalog listing
over 500 varieties.
SPRINGBROOK GARDENS, INC.
Mentor, O.

AETHIONEMA WARLEY ROSE
Brilliant rose blossoms through late spring.
Attractive foliage. Dwarf, to 6 in. Winter-
hardy. Plants, 2 1/2-in. pots, 25 for \$4.75; 100
for \$18.00. Price list of unusual hardy
plants on request.
AVALON MOUNTAIN GARDENS, Dana, N. C.

HARDY PLANTS
Wholesale growers of Phlox, outdoor
Chrysanthemums and a large assortment of
other perennial plants.
Write for trade list.
WALTERS GARDENS,
R. R. 2 Zeeland, Mich.

America's best source
for Hardy Plants is
THE WAYSIDE GARDENS
Mentor, Ohio
Write for Trade List.

PITZONKA'S FIELD-GROWN
PERENNIALS
Write for trade list.
PITZONKA'S PANSY FARM & NURSERY
Bristol, Pa.

Fragrant Calif. blue Violets, nice plants,
\$5.00 per 100; pure white Violets, in bud
and bloom, \$3.00 per 100.
Tidwell Nurseries, Greenville, Ga.

SPECIALISTS IN HARDY PERENNIALS
Ask for wholesale offer.
PEARCE SEED CO., Moorestown, N. J.

WELLER'S BETTER PERENNIALS.
WELLER NURSERIES CO., Holland, Mich.
Write for trade list.

HEMEROCALLIS

HEMEROCALLIS
Send for wholesale list.
MIDDLEPEN PLANTATION
Orangeburg, S. C.

HIBISCUS

HIBISCUS, 2 1/2-IN. POTS
In new rare varieties.
Anders White, single white30c
Cile Tinney, double beige, 8-in. flower35c
Crown of Bohemia, double yellow30c
General MacArthur, dbl. pink, 7-in. flower35c
Hawaii Maid, single yellow, 6-in. flower35c
Honolulu, single yellow, 6-in. flower35c
Jimmy Spangler, sgl. red and yel. border30c
Mme. Chiang Kai-shek, double light pink35c
Mary Morgan, double pink, 6-in. flower35c
Misty Isle, double yellow30c

STANDARD

HEAVY BLOOMING VARIETIES

2 1/2-in. pots
Agnes Gault, single pink21c
Alba White, single white with red throat19c
American Beauty, double pink21c
Anderson Red, double red21c
Brilliantissima, single red21c
Butterfly, single yellow19c
California Gold, single yellow19c
Columbia, double pink21c
Coral Beauty, double coral21c
Delcata, single orchid21c
Fannie Peck, double pink21c
Florida Gem, single pink19c
Golden Dawn, single yellow19c
Grandiflora, single pink16c
Hills of Gold, double yellow26c
Indian Chief, single red26c
Jigro, double orange26c
John Paul Jones, double red21c
King of Tonga, single pink21c
Lamberti, double red21c
Luna, single yellow19c
Mona Loa, double yellow26c
Mme. X, double pink21c
Peachblow, double pink21c
Pex Masaryk, sgl. white, orchid throat19c
Pride of Belleaire, single yellow19c
Pride of Hankins, double rose21c
Psyche, small single red16c
Psyche, small single salmon16c
Shirley Temple, small single pink19c
White Shirley Temple, small single white19c
Sophisticate, single white19c
Spanish Red, double red21c
Texas Star, single pink19c

Minimum quantities.

Please do not order less than 25 of any one
variety. Orders to be shipped must total
\$20.00 or more. Deposit of 20 per cent re-
quired on C.O.D. orders.

BRADSHAW NURSERY

Box 771 League City, Tex.

HOLLY

ILEX OPACA
Northern varieties Each
2 to 3 ft., 5-yr., in field\$ 5.00
3 to 4 ft., 5-yr., in field 7.50
4 to 5 ft., 5-yr., in field 10.00
Lighter plants, 4-yr., in field, \$3.50, \$5.00
and \$7.50.

SIMPSON ORCHARD CO., INC.

1504 Wheatland Rd. Vincennes, Ind.
Phone TU 2-2441

ILEX OPACA

SUPERIOR NAMED VARIETIES

WHOLESALE SUPPLIERS

OF LINING-OUT STOCK

Write for our price list.

HOLLY HAVEN, INC.

Box 75 New Lisbon, N. J.

HOLLY

English, Silver variegated.

2 1/2-in. pots, 3 to 10 ins. tall, 35c.

Ready now. Cash with order, please.

KRUSCHKE GREENHOUSES

Clackamas, Ore.

HONEYSUCKLES

HONEYSUCKLES
Lonicera japonica halliana, extra-heavy
No. 1, 3 and 4-yr., 18 to 24-in. field plants.
3, 4 to 6 leads, \$40.00 per 1000; lighter
grade, \$30.00 per 1000; sample, 100, \$4.00.
Experienced labor for grading and packing
quantity orders. Immediate shipment. No
order too large. Phone OR 2-4612.
ROBINSON NURSERY CO., Greenville, Ga.

Hall's Honeysuckle (Lonicera halliana ja-
ponica), an excellent ground cover; fragrant
white and yellow flowers; good plants, \$5.00
per 100, \$40.00 per 1000.

Tidwell Nurseries, Greenville, Ga.

HALL'S HONEYSUCKLE

Good plants, well packed, \$25.00 per 1000.

MOUNTVILLE NURSERIES

Mountville, Ga.

IRISES

IRISES.
Send for our 1960 wholesale list.
SMITH'S IRIS GARDENS
Box 483 Lewiston, Idaho

IVIES

BALTIC IVY
Hardest ivy. Fine for wall or ground cover. True stock. Well-rooted plants.
Per 100 Per 1000
Rooted cuttings \$ 7.00 \$ 65.00
2-in. pots 12.50 115.00
NEW THORNDALE IVY
2 1/2-in. pots \$25.00 per 100
EUONYMUS KIEWSKII, 2-in. pots. 20.00 per 100
EUONYMUS VEGETUS
2-in. pots, \$12.00 per 100. \$110.00 per 1000.
2-yr., field-grown, \$35.00 per 100.
STRATFORD GARDENS
Russell Breese, M. R. 9 Delaware, O.

IVIES 100 1000
English Ivy, 2 1/2-in. pots. \$10.00 \$90.00
Baltic Ivy (German), 2 1/2-in. 10.00 90.00
True Baltic (2 plants), 2 1/2-in. 5.00 125.00
SUNNYBROOK FARMS NURSERY
2825 Mayfield Rd. Chesterland, O.
Phone PA 9-7232

ENGLISH IVY (HEDERA HELIX)
Our super quality large-leaved strain.
Approved landscape architects' standards.
Order now! Ready for immediate shipment.
Strong 5 to 7-in. cuttings from field plants,
\$6.00 per 100, \$55.00 per 1000.
BABCOCK GARDENS, R. 3, Jamestown, N. Y.

LINING-OUT STOCK

LINING-OUT STOCK
Bedded 1-yr. in the open. 100 1000
Ilex convexa \$20.00 \$180.00
Ilex rotundifolia 20.00 180.00
Ilex hetzi 20.00 180.00
Juniperus pfitzeriana 20.00 180.00
Juniperus hetzi 20.00 180.00
Taxus andersonii 20.00 175.00
Taxus brevifolia 20.00 175.00
Taxus capitata, cutting-grown. 25.00 225.00
Taxus capitata Adams, cutting-grown 25.00 225.00
Taxus canadensis stricta 15.00 150.00
Taxus cuspidata 17.50 150.00
Taxus hatfieldi 17.50 150.00
Taxus hunnewelliana 17.50 150.00
Taxus hicksii 17.50 150.00
Taxus intermedia 17.50 150.00
Taxus henryi 20.00 175.00
Taxus densiformis 20.00 175.00
Taxus vermeulenii 17.50 150.00
Taxus wardi 17.50 150.00
Taxus Moon's columnaris 20.00 175.00
Taxus brownii 17.50 150.00
2-yr. bedded in the open.
Ilex convexa, 6 to 9 ins. \$25.00 \$200.00
Ilex rotundifolia, 6 to 9 ins. 25.00 200.00
Ilex hetzi, 6 to 9 ins. 25.00 200.00
Taxus Adams col., 12 to 15 ins. 50.00 450.00
Taxus Moon's col., 8 to 12 ins. 30.00 250.00
Taxus cuspidata, 6 to 9 ins. 30.00 250.00
Taxus hatfieldi, 6 to 9 ins. 30.00 250.00
Taxus cuspidata comp., 6 to 9 ins. 30.00 250.00
Taxus hunnewelliana, 6 to 9 ins. 30.00 250.00
Taxus brownii, 6 to 9 ins. 30.00 250.00
Taxus intermedia, 6 to 9 ins. 30.00 250.00

TAXUS CAPITATA, SEEDLING-GROWN
100 1000 10,000
1-yr. seedlings \$ 6.00 \$ 50.00 \$ 450.00
2-yr. seedlings 10.00 90.00 750.00
3-yr. seedlings 17.50 150.00 1250.00
4-yr. seedlings, transplanted, 6 to 10 ins. 30.00 250.00 2250.00
CORNUS FLORIDA (WHITE DOGWOOD)
Seedlings
1-yr., No. 1 grade ... \$ 6.00 \$ 50.00 \$ 450.00
1-yr., No. 2 grade ... 5.00 40.00 350.00
1-yr., No. 3 grade ... 4.00 30.00 250.00
2-yr., No. 1 grade ... 12.50 100.00 900.00
2-yr., No. 2 grade ... 10.00 90.00 750.00
Special prices on large quantities.
Full list on demand.

VERKADE'S NURSERIES, WAYNE, N. J.

LINING-OUT STOCK Per 100
2 1/2-in. pots: Taxus hatfieldi \$25.00
Taxus hicksii 25.00
Taxus densiformis 25.00
2-yr.-old, bedded in the open:
Taxus hicksii 25.00
Taxus compacta 30.00
3-yr.-old, field-grown, TT:
Taxus hicksii, 10 to 14 ins. 35.00
FOREST TRAIL NURSERY
Phone Pioneer 6-3424 Contoocook, N. H.

SHRUB LINERS, HALF PRICE
10,000 to 15,000 1 and 2-yr. seedlings, now heeled in (not cold storage): Acer, Aronia, Cornus, Cotoneaster, Crataegus, Ilex, Koeleria, Laburnum, Sophora, Viburnum. Good variety. Pick up only, 1000 minimum.
JOHN VERMEULEN & SON
Neshanic Station, N. J.

Taxus, Ilex, broad-leaved Evergreens, etc., in variety. Write for our latest list of liners and finished stock.
Del-Mar-Va Nurseries, Box 3, Lincoln, Del.

LINING-OUT STOCK

Per 100 Per 1000
Andromeda japonica, transplanted cuttings \$17.50 \$150.00
Tsuga canadensis, 3-yr. seed. 16.00 150.00
lings, 6 to 9 ins.
ROOTED CUTTINGS FROM SAND
Ilex convexa bullata 9.00 80.00
Ilex convexa hetzi 11.00 100.00
Ilex rotundifolia 9.00 80.00
Taxus andersonii 11.00 100.00
Taxus brownii 11.00 100.00
Taxus brevifolia 15.00 125.00
Taxus cuspidata 10.00 80.00
Taxus cuspidata nana 11.00 100.00
Taxus densiformis 15.00 125.00
Taxus hatfieldi 11.00 100.00
Taxus henryi 15.00 125.00
Taxus hicksii 10.00 80.00
Taxus hunnewelliana 11.00 100.00
Taxus intermedia 11.00 100.00
Taxus Moon's columnaris 15.00 125.00
Taxus ovata 11.00 100.00
Taxus repandens 11.00 100.00
Taxus vermeulenii 11.00 100.00
Taxus wardi 11.00 100.00

TAXUS CUSPIDATA CAPITATA
Seedling-grown. 100 1000 10,000
1-yr. \$ 6.00 \$ 50.00 \$ 450.00
2-yr. 10.00 90.00 750.00
3-yr. 17.50 150.00 1250.00
4-yr., X 30.00 250.00 2250.00
We can also supply most of the varieties mentioned in 1-yr. bedded and 2-yr. field beds, grown in the open.
Special quantity prices on orders of 10,000 up.

In our list, we have a complete line of pot grafts, seedlings, cuttings and transplants. List sent upon request.

NURSERY SALES, INC.

P. O. Box 295 Ridgewood, N. J.
Associates of Peninsula Nurseries, Inc.
Melfa, Va.

POT-GROWN GRAFTS

All our understocks are potted up during the spring, grown in frames in pots all summer and grafted the following winter, ensuring the best root system to be grown and assures minimum losses.

Per 100
*Acer palmatum atropurpureum \$ 75.00
*Carpinus betulus fastigiata 60.00
Cedrus atlantica glauca 75.00
Cedrus atlantica aurea 100.00
*Cornus florida rubra 50.00
*Cornus florida rubra Prosser 65.00
*Cornus florida pendula 60.00
*Cornus florida flore-plena 60.00
*Cornus florida welchii var. 65.00
*Cornus kousa chinensis 60.00
*Cornus kousa speciosa 60.00
*Hamamelis mollis 50.00
*Hamamelis brevipedata 100.00
Fagus sylvatica Tricolor 75.00
*Fagus sylvatica riverii 60.00
*Fagus sylvatica pendula 60.00
*Fagus sylvatica fastigiata 60.00
*Fagus sylvatica fastigiata 60.00
*Magnolia stellata 75.00
*Magnolia stellata rubra 75.00
*Magnolia stellata Waterlily 75.00
Magnolia yulan 75.00
Magnolia cordata (yellow) 75.00
Ficus pung. glauca moerhousii 100.00
Pinus cembra 60.00
Pine, Tanyosho 60.00
*Viburnum carlesii 50.00
Viburnum juddii 50.00
Viburnum burkwoodii 50.00
Viburnum chensuense 50.00
Varieties marked with * star can be supplied in 1-yr. field-grown bedded plants, at \$15.00 per 100 extra above the pot-grown grafts.

VERKADE'S NURSERIES, WAYNE, N. J.

CLOSE-OUT ON LINING-OUT STOCK
After May 15, take a 25 PER CENT REDUCTION on all liners and rooted cuttings from our regular list, or write for a complete list.
Taxus, Ilex, Juniper, Retinisporas, etc.
ESHAM'S NURSERIES
Millsboro, Del.

FROM OUTSIDE SAND-PEAT FRAMES
50,000 Ilex burfordii, heavily rooted 3c
60,000 Ilex rotundifolia, heavily rooted 3c
40,000 Wax Ligustrum lucidum, heavily rooted cuttings 2c
All plants rooted summer of 1959.
Quality plants, free packing, quick delivery.
E. F. DUBOSE NURSERY
Huntsville, Ala.

LINING-OUT STOCK

Per 100 Per 1000
Gardenia fortunei, 8 to 12 ins. \$12.00 \$110.00
Gardenia fortunei, 12 to 18 ins. 15.00 140.00
Gardenia Mystery, 8 to 12 ins. 12.00 110.00
Gardenia Mystery, 12 to 18 ins. 15.00 140.00
Gardenia radicans, 6 to 8 ins. 12.00 110.00
Gardenia radicans, 8 to 12 ins. 15.00 140.00
Ilex crenata Billoxi, 6 to 8 ins. 17.00 150.00
Ilex crenata Billoxi, 8 to 12 ins. 20.00 180.00
Ilex crenata bullata, 6 to 8 ins. 17.00 150.00
Ilex crenata bullata, 8 to 12 ins. 20.00 180.00
Ilex crenata divaricata, 6 to 8 ins. 15.00 140.00
8 to 12 ins. 17.00 150.00
Ilex crenata repandens, 6 to 8 ins. 15.00 140.00
8 to 12 ins. 17.00 150.00
Ilex crenata rotundifolia, 6 to 8 ins. 12.00 110.00
8 to 12 ins. 15.00 140.00
Ilex glabra, 8 to 12 ins. 15.00 140.00
Ilex opaca East Palatka, 8 to 12 ins. 15.00 140.00
Loniceria yunnanensis, 8 to 12 ins. 12.00 110.00
250 plants or more of one variety and size take the 1000 rate.

BLACKWELL NURSERIES

Semmes, Ala.

L. I. GROWN LINING-OUT STOCK
2-yr.-old, lath-grown and sheared 100
800 Taxus thayerae cusp., 8 to 10 ins. \$35.00
1500 Taxus hicksii, 8 to 10 ins. 35.00
500 Taxus capitata, 10 ins. 40.00
2000 Taxus intermedia cusp., 8 to 10 ins. 35.00
3800 Hetz Juniper, 10 to 12 ins. 35.00
2000 Pieris japonica, 12 to 14 ins. 50.00
2000 Ilex crenata bullata, 9 to 10 ins. 40.00
900 Ilex crenata, 9 to 12 ins. 40.00
500 Juniperus kelseyi \$0.35 each
1000 Hybrid Rhododendrons 1.50 each
400 Ilex opaca75 each

BRAND'S NURSERY

912 Park Ave. Huntington, L. I., N. Y.

Phone Hamilton 3-2456

LINERS OF THE BETTER KINDS

Novelties and rare items.

Write for price list.

GULF STREAM NURSERY, INC.

Wachapreague, Va.

MAGNOLIAS

Magnolia grandiflora liners, stocky plants;
4 to 6 ins., \$10.00 per 100, \$90.00 per 1000.
Tidwell Nurseries, Greenville, Ga.

MAPLES

NORWAY MAPLE

Straight trunks. Fine heads. Very fibrous roots.
10-49 50-250
6 to 8 ft. \$3.00 \$2.50
8 to 10 ft. 4.00 3.25
9 to 11 ft. 1 1/4 to 1 1/2-in. 5.30 4.25
10 to 12 ft. 1 1/4 to 1 1/2-in. 7.00 5.50
11 to 13 ft. 1 1/4 to 2-in. 8.00 6.50

PRINCETON NURSERIES

Princeton, N. J.

COLLECTED ACER

RUBRUM AND SACCHARUM

from whips to 4-in. caliper.

CURTIS NURSERIES, INC.

Callicoon, N. Y.

NANDINAS

Nandinas, strong seedlings, \$20.00 per 1000;
\$17.50 per 1000 in 1000 pots. Skyline Gardens, 2112 Farley Rd., Birmingham 9, Ala.

PACHYSANDRAS

PACHYSANDRAS

1-yr.-old, frame-grown, well-rooted cuttings, \$5.50 per 100, \$43.00 per 1000; \$40.00 per 1000 for 5000 or more. Order now for early spring delivery.

BRUNDAGE & GUTHRIE

123 Franklin St. Tarrytown, N. Y.

Pachysandras, strong plants, grown in soil frames with light shade. First-class stock, \$6.50 per 100, \$53.00 per 1000; \$49.00 per 1000 for 5000 or more, including good packing. Peckskill Nursery, Shrub Oak, N. Y.

PACHYSANDRAS

Strong rooted cuttings, \$4.25 per 100, \$40.00 per 1000. No C.O.D.

DUNWOODIE NURSERIES

6 Smart Ave. Yonkers, N. Y.

PACHYSANDRA TERMINALIS

1-yr., field-grown, \$60.00 per 1000.

HILLCREST GREENHOUSES

Miller Park Franklin, Pa.

PEONIES

GRAFTED TREE PEONIES

Red, white, pink, purple, 1-yr., \$10.00 per 10; 2-yr., \$15.00 per 10.
FREE PEONY for \$1.50 with every 10 others. Free Peony list.

ATHA GARDENS, WEST LIBERTY, O.

PEONIES

Adolphe Rousseau, Baroness Schroeder, Duchesse de Nemours, Festiva Maxima, Sarah Bernhardt, Lady Alex. Duff, Marie Lemoine, Mona Jules Elie, Reine Hortense. 3-yr.-old, whole clumps, not divided. 6 eyes and up, \$75.00 per 100, \$700.00 per 1000; divisions, 3 to 5 eyes, \$40.00 per 100, \$350.00 per 1000.

VERKADE'S NURSERIES, WAYNE, N. J.

PHLOX

PHLOX SUBULATA

(Creeping Phlox)

An excellent choice of varieties.

Transportation charges prepaid by us.

Alba, pure white.
Astro, deep orchid-rose.
Blue Hills, attractive medium blue.
Butterfly, lilac bluish, showy purple eye.
Crimson Beauty, brilliant cyclamen-red.
Red Wing, large glowing red.
Sensation, pretty bright pink with red eye.
Transplants, \$9.50 per 100, \$90.00 per 1000.
Liners, \$5.00 per 100, \$45.00 per 1000.
25 or more of same variety at 1000 rate.
Prices are delivered, we pay transportation.
Careful packing and each variety labeled.
Terms: Cash with order.
TANGLEWOOD FARM
P. O. Box 336-N Phone 1060 Clinton, S. C.

HARDY PHLOX

Ask for our new listing on field-grown garden Phlox and Phlox subulata. (Creeping Phlox). If interested in 5000 or more plants, ask for our special quantity discount.

WALTERS GARDENS

R. R. 2 Zeeland, Mich.
Phlox Subulata (Creeping Phlox), best pink; strong, pot-bound plants, from 2½-in. pots, bushy top, 100, \$8.50. Rooted cuttings from field clumps now in bloom, 100, \$4.00. Cash. Pittman Nurseries, Magnolia, Ark.

We have quantities of bright red Dixie Brilliant Thrift (Phlox subulata), also pink, blue, pure white; nice, large field-grown plants, \$8.00 per 100, \$60.00 per 1000.
Tidwell Nurseries, Greenville, Ga.

PIERIS

ANDROMEDA

(Pieris japonica)

One of the most beautiful broad-leaved Evergreens.

	Per 100	Per 1000
1 to 2 ins.	\$ 6.00	\$ 50.00
2 to 3 ins.	8.00	75.00
4 to 6 ins.	15.00	140.00
6 to 8 ins.	20.00	190.00

300 at 1000 rate. Shipped prepaid to your nursery.

PLANE VIEW NURSERY

1355 W. Main Rd., Rt. 114 Newport, R. I.

SEEDLINGS AND TRANSPLANTS

See our ad on page 25 of May 15 issue.

JOHN VERMEULEN & SON

Neshanic Station, N. J.

PRIVET

Thousands of Amur River North Privet.

	Per 100	Per 1000
18 to 24 ins.	\$3.00	\$25.00
2 to 3 ft.	4.00	30.00
3 to 4 ft.	5.00	40.00

Immediate shipment. Satisfaction guaranteed. Robinson Nursery Co., Greenville, Ga.

RHODODENDRONS

RHODODENDRONS

Hardy Rhododendron liners, rooted cuttings, heavy transplants.
Catawbiense album, white
Catawbiense Bourasault, lilac
Catawbiense grandiflora, lilac
English roseum, rose
Everestianum, rosy lilac
Parson's grandiflorum, dark purplish rose
Purpureum grandiflorum, purple
Roseum elegans, rose-lilac
\$75.00 per 100, \$325.00 per 500, \$600.00 per 1000.

J. BLAAUW & CO., LINCROFT, N. J.

RHODODENDRON

of hardy ponticum, catawbiense parentage. Good caliper and foliage. For understock, growing on or over the counter sales. Twice transplanted, lightweight, firm ball.

6 to 8 ins., \$15.00 per crate of 50.
4 to 6 ins., \$12.50 per crate of 50.
Order by crate only. Expert, frostproof, lightweight crating free. Cash with order. State shipping method.

RICHARD P. RESSEL, MULINO, ORE.

SEEDLINGS AND TRANSPLANTS

Hardy species and hybrids. See our ad on page 25 of May 15 issue.

JOHN VERMEULEN & SON

Neshanic Station, N. J.

100,000 hybrid Rhododendrons, any variety, size, priced reasonably. Kordus Nursery, Deer Park Ave., R. D. 4, Huntington, N. Y.

RHODODENDRONS

and

AZALEAS

Rooted cuttings and liners.

Sold out for this season. Accepting

orders for fall 1960, spring 1961.

CUSTOM PROPAGATION OUR SPECIALTY

GLADSPRAY GARDENS NURSERY

631 Three Chopt Rd.

Richmond 26, Va.

RHODODENDRONS

Cutting-grown liners.

Quality only.

VAN VEEN NURSERY

3127 S. E. 43 Ave.

Portland 6, Ore.

RHODODENDRONS

Azaleas, Ilex.

The best of the old and the cream

of the new, in

QUALITY, QUANTITY, VARIETY.

WELLS NURSERY

Box 141

Red Bank, N. J.

HYBRID RHODODENDRONS

for landscaping and garden centers.

PARMENTIER'S ROSES

Bayport, L. I., N. Y.

Phone Bayport 8-0811.

RHODODENDRONS

Hardy, hybrid seedlings, liners.

Write for prices and sizes.

THE LEVICK NURSERY CO.

R. F. D. 3

Bridgeton, N. J.

RHODODENDRON MAXIMUM

Nursery-grown and collected, 2 to 7 ft.

high. Well-shaped and symmetrical plants.

CURTIS NURSERIES, INC.

Callicoon, N. Y.

Quick — Convenient — Cheap!

Selling through the Classified Ads

of the American Nurseryman.

ROSEBUSHES

2-YR., FIELD-GROWN ROSEBUSHES

We grow our own Rosebushes and use all the latest scientific methods known to the nursery industry. We can satisfy your every need if you'll just give us the chance. (Bare-root or plain, or fancy-packaged bushes.) Our fields are open for your inspection, so come visit us. You're always welcome. Your order will be appreciated if it is for 100 or 100,000 bushes. New list now ready, write for it and we'll both make money. Our customers are our best advertisement and we'd like to call you one of our customers. Write for list now ready. Shipping begins around September 1 to 15.

ROSELAWN NURSERIES

Box 295

Winnabow, Tex.

ROSELAWN NURSERIES, Box 2, Newsome,

Tex. (Packing sheds and offices located at

Newsome, Tex.)

POTTED ROSES

Standard varieties, 85¢ each. Patented varieties, 100 lots, \$1.00 to \$1.25. Our own field-grown roses growing in 7-in. pots. Each plant has a color tag.

DANEGGER'S HI-WAY NURSERY, INC.

P. O. Box N336

Milford, Del.

Start Your Offer Now

in the American Nurseryman

And Watch Sales Climb.

For \$4.00

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

At 40c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the July 1 issue to reach us June 9.

Forms for the July 15 issue will close June 24.

AMERICAN NURSERYMAN

343 S. Dearborn St.

CHICAGO 4, ILL.

ROSE STOCK

MULTIFLORA ROSE

Top quality plants for living fences and conservation plantings.

Root-crown caliper	Approximate height	Per 1000
2 to 3 mm.	8 to 16 ins.	\$12.50
3 to 5 mm.	12 to 18 ins.	17.50
3 to 8 mm.	12 to 24 ins.	22.50
5 to 12 mm.	18 to 36 ins.	38.50

UNDERSTOCK. Straight shanked seedlings grown especially for understock. Nematode free. Expertly graded to suit the most particular.

4 to 6 mm. Sold out

2 to 4 mm. \$17.50 per 1000

The above prices are F.O.B. Griggsville,

Ill., nursery. All tops cut back to 10 ins. at

shipping unless otherwise requested. Our

storage facilities are the best. ORDER NOW

for spring delivery. 10 per cent discount

in lots of 10,000 or over; special quotations

on larger quantities. For less than 1000 add

30 per cent. Packing at cost.

Route 3 FARM LANDSCAPE CO. Urbana, Ill.

SHRUBS AND TREES

SHRUBS AND TREES

Azalea Hinodegiri, 10 to 12 ins.	\$1.00
Magnolia soulangeana, 4 to 5 ft., 13x13 3/75	
Willows, 6 to 10 ft.	1.00
Sycamores, 3 to 4-in. cal., 10 to 12 ft.	5.00
Sycamores, cleanup one field.	5.00
Arborvitae, 3 to 4 ft. ....	.75
Flowering Peach and Crab, red, 7 to 8 ft.	1.75
Eating Peach, 7 to 8 ft.	1.00
Forsythias, Althaea, Spiraea, 4 to 4 ft. ....	.50
Lilacs, 2 to 3 ft., bushy. ....	.75
Spruce, 2 to 3 ft.	1.50

Others.
Phone ELMER 8-3085 before 6:30 A.M. Call in the morning and pick up your trees the same day. Open until dark every day. Lowest prices known anywhere.

BILL WENTZEL, ELMER, N. J.

LANDSCAPE MATERIAL

Acer platanoides, 6 to 8 to 10 to 12 ft.
Cham. plumosa, 12 to 15 to 18 to 24 ins.
Cham. plumosa aurea, 12 to 15, 18 to 24 ins.
Cornus florida, 3 to 4 to 6 to 8 ft.
Cotoneaster divaricata, 3 to 8 ft.
Crataegus cordata, 2 to 3 to 4 to 5 ft.
Cryptomeria japonica lobbi compacta, 12 to 18 ins. to 3 to 4 ft.
Juniperus stricta, 12 to 15 to 18 to 24 ins.
Laburnum vossii, 5 to 6 ft.
Koeleruteria paniculata, 2 to 3 to 3 to 4 ft.
Pieris japonica, 12 to 15 to 18 to 24 ins.
Sorbus aucuparia, 5 to 6 to 8 to 10 ft.
Syringa vulgaris, 2 to 3 to 3 to 4 ft.
Syringa vulgaris alba, 2 to 3 to 3 to 4 ft.
Taxus, in varieties, 12 to 15 to 15 to 18 ins.
Viburnum, in vars., 12 to 18 to 18 to 24 ins.

VERKADE'S NURSERIES

New London, Conn.

COLLECTED STOCK

CANADIAN HEMLOCK	Per 100	Per 1000
6 to 9 ins.	\$4.00	\$20.00
9 to 12 ins.	6.00	45.00
12 to 18 ins.	8.00	55.00

WHITE PINE, B&B	Per 10	Per 100
3 to 4 ft.	\$35.00	\$300.00
4 to 5 ft.	45.00	400.00
5 to 6 ft.	55.00	500.00
6 to 8 ft.	65.00	600.00

RADFORD H. PALMER

LAMPREY RIVER NURSERY

R. F. D. 1

Durham, N. H.

DWARF MAHONIA

Jack Mayhan is authority on mountain-grown Mahonia. This is a new variety selection, hardy as Oak. Very compact, dwarf. Ready now, 100,000 plants. All plants U. S. D. A. inspected. Cash in on my many years' experience.

2-yr., T, \$20.00 per 100, \$150.00 per 1000.

Few 12 to 15 ins.,

5 to 6-yr. finished plants, \$3.00 each.

Cash with order. Full return 6-day privilege.

MAYHAN NURSERY, VERADALE, WASH.

SUGAR MAPLE, COLLECTED

½ to 1 ft.	\$ 7.00 per 100
1½ to 2 ft.	10.00 per 100
2½ to 3 ft.	13.00 per 100
3½ to 4 ft.	18.00 per 100

KALMIA ANGUSTIFOLIA (LAUREL)

10 to 18 ins. \$15.00 per 100

Orders taken for spring delivery.

MAPLEWOOD NURSERY

N. H. Insp. 77

Franklin, N. H.

NURSERY STOCK

Taxus, Rhododendrons, Hollies, Azaleas, Magnolias, Euonymus, Boxwood, etc. Choice quality, well-graded stock, finished and lining-out sizes. Catalog now available.

GERARD K. KLYN, INC.

Mentor, O.

In the heart of famous Lake County.

Special on Abelia grandiflora, heavy, branched plants, 20 to 30 ins., \$10.00 per 100, \$90.00 per 1000.

Tidwell Nurseries, Greenville, Ga.

SHRUBS AND TREES—Continued

ROOTED CUTTINGS FROM SAND

All cuttings 6 to 8 ins.
Ilex crenata, *Ilex cornuta*, *Ilex*, *taxus*,
intermedia, *hicksii*, *thayerae*, *kelsey*, *hat-*
fieldii, *cupidata*, \$9.00 per 100. Also 2000
 hybrid *Rhododendrons*, 2000 *Pieris japonica*,
 grown 24 to flat, in soil; *Pachysandras*, in
 flats and pots.

BRAND'S NURSERY
 912 Park Ave. Huntington, L. I., N. Y.
 Phone Hamilton 3-2456

STRAWBERRIES

WHOLESALE PRICE LIST
PACKAGE STRAWBERRY PLANTS
CERTIFIED OZARK-GROWN.

Individual bunches of 25 plants in poly-
 bags, packed in attractive outside wrapper
 with picture in color, variety name and
 planting instructions. Reduced prices. Gem,
 Superfection and Streamliner, 40-bunch crate,
 \$18.00. Armore, Tennessee Beauty, Aroma,
 Premier and Robinson, \$12.00. Dunlap and
 Blakemore, \$10.00. All prices are by parcel
 post or express prepaid. Cash with order.
 These plants are as good as grown anywhere
 at any price. Each bunch well-cleaned,
 neatly tied and guaranteed true to name
 as labeled.

IDEAL FRUIT FARM AND NURSERY
 Stillwell, Okla.
 Phone PR 4-7853.

TAXUS

TAXUS TRANSPLANTS
 2 and 4-yr. transplants reduced for im-
 mediate sale. Send for special list.
 JOHN VERMEULEN & SON
 Neshean Station, N. J.

SUPPLIES

BURLAP

HOLLAND BURLAP squares, for all needs.
 PLAIN, ROT-NOT-GREEN plastic preserved.
 HALF MOON CO., Box 27A, Plainfield, N. J.

CANE STAKES

DYED GREEN PLANT STAKES
 Hand selected and dyed a rich forest
 green. Uniform lead pencil thickness.

Size	Price per bale of 2000	Av. weight per bale
1½ ft.	\$ 6.00	25 lbs.
2 ft.	8.00	40 lbs.
2½ ft.	10.00	60 lbs.
3 ft.	13.00	100 lbs.
4 ft.	18.00	140 lbs.
5 ft.	24.00	236 lbs.
6 ft.	33.00	256 lbs.

SPLIT BAMBOO PLANT STAKES
for lighter staking.

Size	Price per bale of 2000	Av. weight per bale
12-in.	\$ 5.00	18 lbs.
15-in.	7.00	24 lbs.
18-in.	9.00	33 lbs.
24-in.	11.00	53 lbs.

IMPORTED

NURSERY BAMBOO STAKES
 Extra heavy for staking trees, evergreens,
 Dahlias and other large plants.
 Butt cut with a minimum of taper.

Butt out with a minimum of taper.				
Size—diam.	Contents	Price	Av. wt.	
	per bale		per bale	
4 ft., ½ to ¾ in.	500	\$22.50	90 lbs.	
5 ft., ½ to ¾ in.	250	17.50	70 lbs.	
6 ft., ½ to ¾ in.	200	17.50	95 lbs.	
7 ft., ¾ to 1 in.	150	19.00	85 lbs.	
8 ft., ¾ to 1 in.	100	16.00	90 lbs.	

QUANTITY DISCOUNTS

5 bales up, less 5 per cent
 10 bales up, less 10 per cent
 25 bales up, less 15 per cent
 Our generous quantity discounts apply to
 total orders for all types of stakes.
 F.O.B. NEW JERSEY AND CHICAGO.
 SOLD IN BALE LOTS ONLY.

McHUTCHISON & CO.
 695-N Grand Ave. Ridgefield, N. J.

NATURAL BAMBOO STAKES

PER 100	%	%	%	%	%
4 ft.	\$2.88	\$3.44	\$4.25	\$5.60	
5 ft.	3.60	4.30	5.20	7.00	
6 ft.	5.16	6.36	8.40		
7 ft.	6.02	7.42	9.80		
8 ft.	6.88	8.48	11.20		
10 ft.	10.60	14.00			
12 ft.	12.72	16.30			

Approximate thickness at bottom end.
 F.O.B. Livonia, La. 2000 up, less 5 per
 cent; 5000 up, less 10 per cent.
 A. C. PATTERSON, FRISCO, LA.
 FORMERLY OF CENTERTOWN, KY.

OUTDOOR BAMBOO STAKES
 All sizes for immediate delivery.
 Ask for our Nursery Supply List.
 HALF MOON CO., Box 27A, Plainfield, N. J.

VIBURNUMS

VIBURNUM CARLESI

(Fragrant Mayflower Viburnum)
 Per 100 Per 1000
 *1000 3-yr. T. 12 to 18 ins. ... \$0.75 \$0.60
 *Heavy, well-branched, suitable for mail
 order trade.

C. HOOGEENDOORN
 Turner Rd. Newport, R. I.

VINCAS

VINCA VARIEGATA
 Good salable transplants, \$6.00 per 100,
 \$50.00 per 1000. If by mail, add postage.
 MOUNTVILLE NURSERIES
 Mountville, Ga.

WANTED

WANTED
 Cuttings and divisions of *Pachysandras*,
English Ivy, *Euonymus*, *coloratus*, *vegetus*,
radicans; *Ajuga reptans rubra*, *Sedum acre*,
Lilies of the Valley. State time and price.
 IVY DALE NURSERY
 Upper River Rd. Gallipolis, O.

WANTED

Trailer loads of surplus Evergreens, B&B,
 for resale purposes. Can pick up within a
 1500-mile radius.
 PARKER WHOLESALE FLORIST, INC.
 1325 Terrill Rd. Scotch Plains, N. J.
 Phone FANwood 2-8810

WANTED, PINEHURST GRASS
 Please quote price
 and any information on the product.
 PATRICK HARRY NURSERY
 3853 N. Richards St. Milwaukee 12, Wis.

WHITE CEDAR FLATS

Order by No.	Size	Price per 100	Wt. per 100
No. 1	14x20x2 ¼ in.	\$27.75	350
No. 2	14x20x3 ¼ in.	32.00	400
No. 3	12x16x2 ¼ in.	21.00	260
No. 4	12x16x3 ¼ in.	24.75	275
No. 5	14x16x2 ¼ in.	23.75	275
No. 6	14x16x3 ¼ in.	28.00	290
No. 7	15x22x2 ¼ in.	31.50	380
No. 8	15x22x3 ¼ in.	36.75	425
No. 9	11 ½ x22x2 ¼ in.	26.75	320
No. 10	11 ½ x22x3 ¼ in.	29.50	400
No. 11	14x16x5 in.	32.75	450
No. 12	5x11x5 in.	16.75	160
No. 13	5x16x5 in.	19.00	215
Plant boxes, 5 ½ x11 ½ x2 ¼ in.		8.00	60
Plant boxes, 5x8 ½ x2 ¼ in.		5.50	45

Skeleton flats to carry TEKPAKS and simi-
 lar growing containers. (Write us for price
 list.)
 All other sizes quoted on request.
 Bottoms and sides are ¾-in. thick and
 ends are ¼-in. thick. Plant boxes are made
 of thinner lumber. Your name and address
 printed, up to 3 lines in black ink, on one or
 both end pieces at the following rates:
 \$1.00 setup charge, plus ¼¢ per end piece.
 Shipped K.D. in units of 25. F.O.B. Cook.
 All shipments by truck unless otherwise
 specified.

QUANTITY DISCOUNTS

Order totaling \$100.00 to \$200.00, 5 per
 cent; \$200.00 to \$400.00, 6 per cent; \$400.00
 to \$600.00, 7 per cent; \$600.00 to \$800.00,
 8 per cent; \$800.00 to \$1000.00, 9 per cent;
 \$1000.00 and over, 10 per cent.
 TERMS: 2 per cent, check with order;
 1 per cent 30 days, net 60.

H. C. HILL & SONS, INC.
 Phone North 6-3348 Cook, Minn.

JIFFY-POTS

JIFFY-POTS
 All sizes available for prompt shipment
 at standard prices.
 McHUTCHISON & CO.
 695-N Grand Ave. Ridgefield, N. J.

LABELS

DAHLIA OR TREE LABELS
 Priced per carton
 Plain Painted
 3 ½ x 5 in., notched, not wired \$3.00 \$3.60
 3 ½ x 5 in., wired (copper) ... 3.95 4.90

POT LABELS
 4x6 in. (cartons 1000 each) ... 3.95 4.60
 5x8 in. (cartons 1000 each) ... 4.30 5.10
 6x8 in. (cartons 1000 each) ... 4.70 5.80

GARDEN STAKES
 8x ¾ in. (cartons 500 each) ... \$3.60 \$4.30
 10x ¾ in. (cartons 500 each) ... 4.20 5.10

Our labels are perfectly white and smooth
 on both sides and are pronounced by growers
 the best and most economical.
 Catalog on request.
 "We ship same day."

YOHO & HOOKER, YOUNGSTOWN 2, O.
 PRINTED PLASTIC AND WHITE CEDAR
 labels for pots, shrubs, trees and Roses.
 Write for complete price list and samples.
 HEINZE GARDEN SUPPLY
 100 Oak Ave., S.E. Mountain View, Calif.

FINEST BLANK OR PRINTED wood labels
 BENJ. CHASE CO., VI. Sta., DERRY, N. H.

PEAT MOSS

"BRODLEAF." Best Holland PEAT MOSS.
 Gardner No. 110 and No. 85, Growers No. 120
 Growers Jumbo No. 170. Two Bales Equal 3.
 HALF MOON CO., Box 27A, Plainfield, N. J.

PLANT TIES

"QWIK-TIES." NEW, IMPROVED
 PLASTIC PLANT TIES
 Guaranteed fade-proof.
 Small, strong, almost invisible. Economical
 and easy to use. Packed in bundles of
 250 ties for convenient use.

Per carton Av. weight
 of 10,000 per carton
 Size
 4-in. \$10.00 5 lbs.
 8-in. 18.00 10 lbs.
 12-in. 27.00 14 lbs.

McHUTCHISON & CO.
 695-N Grand Ave. Ridgefield, N. J.

PLASTIC FILM

VIKING CLOTH—Plastic Sealed Burlap.
 Let in light. Keep out Water, Wind.
 In 50-yard rolls 5 ft. wide, \$38.00.
 Polyethylene, Clear, Black, Rolla, Sta.
 HALF MOON CO., Box 27A, Plainfield, N. J.

JUNE
 GR
 SUN-R
 3 ft. x
 3 ft. x
 4 ft. x
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 8 ft. 4
 12 ft.
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GER-PAK POLYETHYLENE FILM

SUN-RESISTANT BLACK FOR MULCHING

.0015 MIL.

3 ft. x 500 ft. \$ 7.45 roll
3 ft. x 1000 ft. 14.90 roll
4 ft. x 1000 ft. 19.90 roll

NATURAL TRANSPARENT ONLY

.002 MIL. ALL ROLLS 200 FT. LONG

4 ft. 2 ins. x 200 ft. \$ 6.55 roll
8 ft. 4 ins. x 200 ft. 11.10 roll
12 ft. x 200 ft. 15.90 roll

NATURAL TRANSPARENT ONLY

.004 MIL. ALL ROLLS 100 FT. LONG

3 ft. x 100 ft. \$ 4.00 roll
4 ft. x 100 ft. 5.30 roll
6 ft. x 100 ft. 7.98 roll
8 ft. x 100 ft. 10.65 roll
14 ft. x 100 ft. 18.60 roll

MINIMUM ORDER .004 mil. 4 rolls up to

8 ft. Write for low prices on quantity orders. Other sizes and mil. weights available up to 40 ft. in natural and black film.

PHONE BALDWIN 3-8277

DAYTON NURSERY & GARDEN SALES

P. O. Box 763 Dayton 1, O.

POLYETHYLENE FILM

1 1/2 mil., black, in 1000-ft. rolls, 3 ft. wide, \$20.40; 4 ft. wide, \$27.00.

2 mil., natural, in 200-ft. rolls, 4 ft. 2 ins. wide, \$8.00; 8 ft. 4 ins. wide, \$15.00; 12 ft. wide, \$21.60.

4 mil., natural, in 100-ft. rolls, 3 ft. wide, \$6.00; 4 ft. wide, \$8.00; 6 ft. wide, \$11.20; 8 ft. wide, \$14.40; 10 ft. wide, \$18.00; 12 ft. wide, \$21.60; 14 ft. wide, \$25.20; 16 ft. wide, \$28.80; 20 ft. wide, \$36.00; 24 ft. wide, \$43.20; 28 ft. wide, \$50.40; 32 ft. wide, \$57.60.

10 per cent discount on orders over \$24.00.

20 per cent discount on orders over \$40.00.

35 per cent discount on orders over \$60.00.

50 ft. We pay freight if check is with order.

6 mil. available in widths up to 32 ft.

ROUGH BROS.

4229 Spring Grove Ave. Cincinnati 23, O.

POLYETHYLENE FILM

Natural transparent, made from Du Pont Alathon, the amazing film for greenhouses.

.004 mil., all rolls 100 ft. long.

3 ft. wide by 100 ft. long \$ 6.00 per roll

4 ft. wide by 100 ft. long 8.00 per roll

6 ft. wide by 100 ft. long 12.00 per roll

8 ft. wide by 100 ft. long 16.00 per roll

Other sizes available up to 20 ft. wide.

Send \$1.00 for liberal sample.

3 ft. x 10 ft. postpaid.

Special deal for greenhouse construction.

5 rolls to 9 rolls, 25 per cent discount.

10 rolls or more, 3 1/2 per cent discount.

"We ship same day."

YOHO & HOOKER

520 Williamson Ave. Youngstown 1, O.

DUPONT'S WEATHERABLE MYLAR

5 mil., NEW TYPE W-1

(One side exposure.)

42 ins. wide x 100 ft. long roll \$52.50

48 ins. wide x 100 ft. long roll 60.00

51 ins. wide x 100 ft. long roll 63.75

1000-ft. rolls, same widths, 13 1/2¢ per sq. ft.

FREIGHT PREPAID, CASH WITH ORDER.

5 mil., TYPE W-2 (two side exposure) also available. Write for prices and information.

ROUGH BROS., INC.

4229 Spring Grove Ave. Cincinnati 23, O.

PLASTIC POTS

WILSON HIGH IMPACT

POLYSTYRENE PLASTIC POTS

Attractive mottled colors in utility grade, sold in original cartons only. All priced

F.O.B. Dayton, O.

Per 1000 Wt.

2 -in., round, 1000 case \$ 12.50 13 lbs.

2 1/2 -in., round, 1000 case 15.00 24 lbs.

3 -in., round, 1000 case 19.00 28 lbs.

4 -in., round, 500 case 35.00 32 lbs.

4 -in., round tub, 500 case 35.00 33 lbs.

5 -in., round, 300 case 66.00 38 lbs.

6 -in., round, 120 case 120.00 34 lbs.

6 -in., round tub, 120 case 105.00 25 lbs.

7 -in., round, 72 case 175.00 30 lbs.

2 1/2 -in., square, 1000 case 12.50 15 lbs.

2 1/2 -in., square, 1000 case 15.00 22 lbs.

3 -in., square, 1000 case 19.00 26 lbs.

4 -in., square, 500 case 35.00 33 lbs.

Also available in solid pastel colors. Write for quote on colors. Send fifty cents (50¢) for complete set of samples postpaid.

DAYTON NURSERY & GARDEN SALES

P. O. Box 763 Dayton 1, O.

Phone Baldwin 3-8277

WILSON PLASTIC POTS

Complete line in stock.

Ask for price list.

MESKERS BULB CO., WALDOWICK, N. J.

Phone OL 2-5296

Surplus Stock

can be easily and quickly turned into

Cash

by listing it in the

American Nurseryman Classified Ads.

PRINTING

Letterheads, 8 1/2 x 11 ins.; envelopes, 6 1/2

size; 250 of each, \$6.50, postpaid to zone 3.

H. Grebe, 306 Union St., Royersford, Pa.

Decorated shipping and garden center tags,

labels. Printing, mimeographing.

Wm. Evenden, 1992 E. 17th Ave., Eugene, Ore.

REED MATS

GUARD 'N SHADE

DUTCH-MADE REED MATS

Carefully woven with a generous amount

of reed. Durable and easy to handle. Ideal

for coldframe protection in spring and fall.

AVAILABLE IN 3 SIZES. F.O.B. AT-

LANTIC AND GREAT LAKES PORTS. 6x6-

FT. SIZES AVAILABLE FOR IMMEDIATE

SHIPMENT. WRITE FOR PRICES.

McHUTCHISON & CO.

695-N Grand Ave. Ridgefield, N. J.

SOIL CONDITIONERS

FREE! AUTHENTIC RESEARCH DATA

on greenhouse and vegetable growing opera-

tions, rejuvenation of sterilized soils, bal-

anced seed beds for optimum growth and

disease inhibited plants. Used by commer-

cial growers in 23 countries. World proved

and tested.

CLAIR W. STILLE

137 Bassett Ave. Lexington, Ky.

SPHAGNUM MOSS

Fresh, clean sphagnum moss, write, or

phone City Point 133 for our low prices on

wirebound bales in truckloads or carlots.

Tony Jaromir, City Point, Wis.

More customers for you!

Over 9,500 subscribers, all active buyers,

see your ad in the American Nurseryman.

STAKES

CYPRESS PLANT STAKES

50 pieces to bundle

1x1-in.-3 ft., pointed \$3.00 per bundle

1x1-in.-4 ft., pointed 3.50 per bundle

1x1-in.-5 ft., pointed 4.50 per bundle

1x1-in.-6 ft., pointed 5.50 per bundle

1x1-in.-7 ft., pointed 7.00 per bundle

These stakes are made of cypress and red-

wood; are good, strong stakes and will give

long service. "A little better than seems

necessary."

WE SHIP SAME DAY!

YOHO & HOOKER

Youngstown 2, O.

STAKES, GALVANIZED HARD STEEL

GALVANIZED tree-tying WIRE.

HOSE for guy-wire PADDING.

Prices and samples sent on request.

SCHUPP SUPPLY CO., WILMETTE, ILL.

Plant Stakes, see large ad under Cane

Stakes. McHutchison & Co., Ridgefield, N. J.

VIRGINIA SHORT COURSE

[Continued from page 12]

Newman, president of V. P. I., com-
mended those in attendance for their
interest in keeping abreast of the lat-
est research findings.

The morning session was devoted
to papers on "Roadside Develop-
ment." Speakers included W. S. G.
Britton; C. A. Palmer; J. E. Har-
wood, of the Virginia department
of highways; Frank H. Brant, land-
scape engineer for the North Caro-
lina highway commission, and M. F.
Collins, area engineer of the bureau
of public roads.

Use of Native Plants Told

The afternoon session theme was
"Planting and Related Items." Dr.
Wesley P. Judkins, head of the hor-
ticulture department, presided. The
first speaker was Prof. J. H. Tinga,
horticulturist at V. P. I., who dis-
cussed "The Use of Native Plants
for Roadside Planting."

Preserving mature native trees
that are on the right of way is a
problem, he pointed out, but is not
to be overlooked. It is also a problem
to find plants that are rugged and
acceptable for fill and cut sites.
Kudzu, honeysuckle, coralberry and

Bermuda grass may be made accept-
able to neighboring farmers by cer-
tain management practices that will
keep the plants under control. An
example of such a management
practice can be found near Williams-
burg, Va., where the maintenance
crew cuts the tops out of loblolly
pines once a year. This keeps the
trees down in size and results in a
pleasing roadside cover. This rough
pruning job can be done by un-
skilled labor during the off season
of the year.

Trees of small size can be moved
with less transplanting shock and
are less expensive to purchase, Pro-
fessor Tinga continued. There are
examples of whips that outgrew 3-
inch-caliper trees because the whips
took off, and the larger trees stood
still.

Money-Saving Aspect

Another aspect of the question has
to do with saving money. Can the
highway department enter into a
long-term agreement with a respon-
sible agency to landscape a section
of a roadside or a rest stop? The by-
pass at Charlottesville, sponsored by
the local bank, is an example. Some
responsible garden clubs would prob-

ably be willing to cooperate with
highway planners in this type of
project.

Seek Farmers' Aid

Similarly, gentleman farmers
should be encouraged to maintain
their road frontage on a more inten-
sive degree than would be justifiable
for the department of highway
maintenance crew. Two examples
may help: The 4-H Club project of
mailbox and farm entrance beauti-
fication has produced some good re-
sults that could be expanded. The
tourist in Switzerland reports that
the farmers clean their frontage
right up to the highway. This is part
of the farmers' education program of
the tourist bureau. Maybe such or-
ganizations as Keep Virginia Beau-
tiful, Inc.; the Farm Bureau, and
the Ruritan Club could offer pre-
stige farm awards for the best kept
farm frontage in each county. Rules
of the contest and projects would be
approved by the highway depart-
ment. At this point Dr. Tinga
showed a series of colored slides,
pointing out some of the plants that
are most adaptable for roadside
plantings.

"Plant Maintenance" was the

WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements.

Display: \$4.50 per inch, each insertion.

Lines: 40c line; minimum order \$4.00.

HELP WANTED SALES MANAGER

Established roofing manufacturer in northeast establishing new division to manufacture and sell composition flower pots.

Good opportunity for experienced man knowing growers and wholesale florists' suppliers.

Reply in detail. List present sales volume and experience. Address replies to Box 728, care of American Nurseryman.

HELP WANTED APPRENTICE PROPAGATOR

We wish to employ a young person to work and learn under our propagator and to become his assistant. This person should give serious thought to building his future with us.

Our business may be considered medium size and is one which affords its people a greater diversity within their positions. We grow and sell (at wholesale only) lining-out stock of the better types of ornamentals. The nursery is located in the beautiful Raritan Valley of north-central New Jersey.

The position offers a good future, pleasant working conditions, regular hours, A.A.N. insurance, paid vacations, holidays and sick leave and a starting salary of \$300 per month.

We will appreciate a complete resume, references and photo.

JOHN VERMEULEN & SON, INC.,
Neshanic Station, N. J.

SITUATION WANTED

Have 9 years' experience in the wholesale nursery field—buying and control of nursery stock and supplies, receiving and shipping, general management. Nation-wide experience and contacts. Available now, locate anywhere. Write Box 727, care of American Nurseryman.

SITUATION WANTED

Pruner, grafter, fruit culturist. Now in Italy. Desires employment anywhere in the United States. Sober man, age 28. Write Box 721, care of American Nurseryman.

FOR SALE

Ariens Model B Roto-Tiller, good condition, \$300.00.

JOSEPH A. MERTEL
2203 Shooting Park Rd.
Peru, Ill.

FOR SALE

Ideal location for garden center and nursery. 10 wooded acres with business-zoned frontage on county highway in rapidly growing area. Write: OWNER, Box 73, Smithtown, L. I., N. Y.

FOR SALE

6-acre evergreen container and propagating nursery. 1000 sq. ft. propagating house. 1200 sq. ft. lath house. 28x40-ft. concrete block building. All newly constructed. \$8500. New 3-bedroom home also available. Located north of Milwaukee, Wis. Health forest sale. Write Box 725, care of American Nurseryman.

FOR SALE—210-acre Christmas tree plantation of approximately 100,000 trees (Scotch pine and spruce), with 20,000 ready for harvest. Located in Cattaraugus county, New York. Sacrifice for \$25,000. For details write: J. D. PERRY, R. D. No. 1, Oxford, Pa.

FOR SALE

BUY, LEASE OR MANAGE
GARDEN CENTER

Nursery and greenhouse sales, landscape design and contracting, sprinkler system sales with distributor tie-in, Scott dealership and excellent potential in mail-order business in native plant material. Located in one of America's most romantic and historic cities; one with a very stable economy unaffected by national recessions, enjoying steady, solidly based growth. Write Box 723, care of American Nurseryman, and we will write or call to give details and explain why we have decided to give up this business.

FOR SALE

Greenhouse at Addison, Ill., with the following buildings: Steel greenhouse, 60x300 ft.; 3 greenhouses, 36x292 ft. each; 1 greenhouse, 30x250 ft.; lean-to greenhouse, 10x250 ft.; 1 boiler room, with 2 boilers and coal storage room. 6-room house with living quarters. Land is 373x479 ft. with switch-track frontage. Can deliver immediate possession. Price \$100,000.

WESLEY LUEHRING
101 W. Orchard Itasca, Ill.
Phone: Itasca 7

FOR SALE

Small landscape nursery in Dayton, Ohio, area. Established 1945. Ill health reason for selling.

REICHARD NURSERY
906 E. Jefferson St.
Miamisburg, Ohio

FOR SALE

MIST BLOWER

Hardi Blo-Spray No. 24. Like new. Blower unit never used. Bargain.

LA BARS' RHODODENDRON
NURSERY
Stroudsburg, Pa.

FOR SALE

PIXTONE

Mechanical stone picker with 1-in. rake. Late 1959 model. Used fall season. Must liquidate equipment.

W. L. OHR
473 N. Main St. Wallingford, Conn.

FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.
Elizabeth 4-9041 Waverly 6-0404
1080 Magnolia Ave. Elizabeth, N. J.

FOR SALE

Combination nursery, greenhouse and garden center with landscape and tree service departments. Compact unit on 6 acres and main highway. Possibilities unlimited. Location near industrial city in midwest. Write Box 724, care of American Nurseryman.

WANTED TO BUY—Substantial capital to invest, active or inactive partnership or outright sale in nursery or allied fields. Must be sound proposition within 150 miles of New York city. Send full details in first letter. Have extensive business and horticultural experience. Write Box 720, care of American Nurseryman.

HELP WANTED

HEAD GARDENER

Required for British Embassy, Washington, D. C. Four-acre garden, two assistants. No vegetables. Some experience in English gardening desirable. Please reply with details of age and experience to:

Private Secretary
BRITISH EMBASSY
Washington, D. C.

HELP WANTED

LANDSCAPE ARCHITECT

Experienced only, meeting requirements of New York state. Permanent position with established organization. Good opportunity. Write in detail to:

MONROE LANDSCAPE SERVICE, INC.
2525 W. Henrietta Rd. Rochester 23, N. Y.

SITUATION WANTED

Experienced in all phases of landscaping, bidding, selling, designing, supervising crews, collecting, buying, wholesale and retail, bookwork. 20 years in business. 42 years of age, college graduate, family man. Looking for progressive organization. Write

Box 729, care of American Nurseryman.

subject discussed by the next speaker, Frederic Heutte, superintendent of parks for the city of Norfolk, Va. To care for plants properly, one must understand their needs, he said. One of the basic facts that are often overlooked is that man, in his efforts to surround himself with beauty, seldom relies on plants that are indigenous to his locality, but selects plants from all over the globe.

Some of the factors that need to be considered in a maintenance program are soil requirements, degree of soil fertility, exposure, soil moisture content, vulnerability of plants to insects and diseases and plant hardiness.

Plants are being segregated, not so much according to their natural geographical latitudes or even elevations, but rather according to their adaptabilities to particular planting needs and their interrelation to one another. A ground cover is described as suited either for shade or open space or one that will retain a bank and prevent erosion. The normal growth of plants is calculated so that a uniform effect is gained. Whenever possible, foliage textures are selected to present pleasing masses and a blooming period to coincide with objectives. This blending of plants is a great art, and if it has been accomplished with a minimum of plant maintenance, the results are most satisfactory. Supplying a plant's individual optimum requirements is the main key to its maintenance, the speaker declared.

Lawn Pointers

"Establishment and Maintenance of Lawn Areas" was next discussed by Prof. A. G. Smith, Jr., who commented on the research work that he has conducted over a number of years in lawn grasses at the experimental plots in Blacksburg and Warsaw. He strongly recommended that professional workers buy grass seed and make their own mixture. In this way they can vary the proportions to fit the immediate needs. Seed mixtures are made to fit all pocketbooks. They cannot be made to suit all lawns, even in one state.

The speaker outlined the following 12 steps in establishing a lawn:

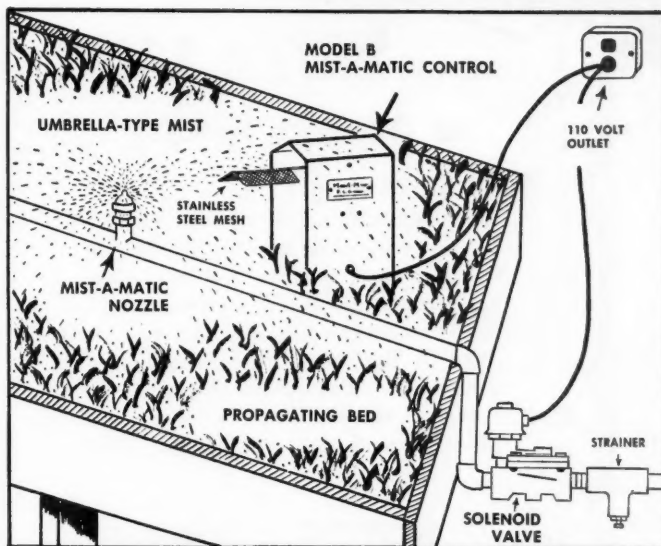
1. Remove rocks, stumps, waste lumber and lime, which may be on or under the surface.

2. Grade carefully, when the soil is not wet, to control surface water. Erosion on some banks can be checked by building a low wall at the lower edge and then filling to the top of the wall. Cover with the best topsoil available.

3. Spread the following on each

NEW MIST-A-MATIC

Automatic Mist Propagating Unit



How NEW MODEL B Works

Under the mist "umbrella" a special stainless steel screen catches the mist just like a leaf. When filled with water, the weight moves it downward throwing the mercury switch, shutting off mist. Then the water evaporates just as it does on a leaf, screen becomes light, returns to normal position, misting starts again. The simplest system on the market. Operates week after week without any direct labor. Length of misting cycle varies instantly with the rate of evaporation.

MODEL B CONTROL UNIT can replace any other type. Use your present system—just plug in and connect to solenoid valve.

- No clocks to set.
- No relays.
- No electronic tubes or knobs.
- Unaffected by water conditions.
- Works constantly, day and night.
- No electrodes or bars to clean.
- Works on weight of water trapped.

Mist-A-Matic Control Unit Only	\$46.00
Control Unit with Solenoid and Strainer	72.00
MIST-A-MATIC NOZZLES—One needed every 3½ feet—Underline Type Wanted. Type ¼-in. Pipe Thread—Brass....	\$1.70
S. Steel....	\$3.35
How Many?	Eyelet Connected ½ O.D. Copper Tube—Brass, \$1.95;
S. Steel, \$3.70. No.....	Split Connected for ½ and ¾-in. Pipe—Brass, \$2.54;
S. Steel, \$4.17. How Many?.....	

Stainless steel tips last 4 to 5 times longer than brass.

If check accompanies order, we prepay shipping. Check..... C.O.D.....

Print Name

Print Street Print City

E. C. GEIGER

WRITE FOR COMPLETE DETAILS
Box 270, North Wales, Pa.

PRINTING FOR NURSERYMEN

Better Quality—Lower Prices
Prompt Service

Moisture-resistant labels, plain or printed, single or sheets for typewriter use. Wide variety, lowest prices.

Shipping tags, color broadsides, catalogs, price lists, order blanks, order books, stock records, gummed labels, blotters, salesbooks, distinctive stationery.

Letterpress and offset printing. Write for free samples and prices.

THE TINGLE PRINTING CO.

SINCE 1907 PITTSVILLE, MD.

TINA



The leading German brand.
Request our illustrated catalog.



HERMANN A. WIRTH

Levittown, N. Y.



HOZON

... means **EXTRA SALES**

to Garden Lovers

This popular, fast-selling device provides an easy, economical way to apply soluble fertilizers and chemicals wherever the garden hose reaches. No danger of burning. Draws in and dilutes as you sprinkle. **SELL A HOZON** to each purchaser of fertilizers or other garden supplies. Individually packaged, \$2.25 list. Carton of 12 weighs 5 pounds, costs \$16.20 F. O. B.

HOZON COMPANY
Box 703, Cleveland 22, Ohio
This is Hozon's 25th year

STRESEN-REUTER

Copper Naphthenate Concentrate
for GREENHOUSES and NURSERIES

An Economical MILDEW and DRY ROT
Preventive for WOOD, BURLAP, ROPE

5-gal. cans
30-gal. drums
55-gal. drums

For prices and complete information, write:
FRED'K A. STRESEN-REUTER, INC.
400 W. Roosevelt Ave. • Bensenville, Ill.

Learn **PROFESSIONAL LANDSCAPING**
Easily & Quickly
AT HOME

INCREASE YOUR EARNINGS by rounding out your operations! More and more nurserymen are discovering that a thorough knowledge of professional landscaping—now taught you at home by my new Simplified Methods—pays big dividends in increased sales. Complete training, in residential and commercial landscaping, in horticulture—in the growing, propagation, use and maintenance of ornamentals. Latest information on everything new—new propagation methods, latest insecticides, gibberellic acid, and modern landscape designing. Our training program used by hundreds of nurserymen coast to coast in training and upgrading employees. Plant lists and specialized information for all sections. Attractive diploma and lifetime consultation service for all graduates. **Send for FREE Booklet.** Air mail reaches us overnight.

NATIONAL LANDSCAPE INSTITUTE Dept. N-60, 11826 San Vicente Blvd., Los Angeles 49, Calif.

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Get our price now! Just send a copy of your current list, giving quantity and we will be happy to quote for your information. Planning ahead should mean savings on your next list.

COURIER NURSERY PRINTERS
PHONE: TWInbrook 3-5113 Murfreesboro, Tenn.
Associate Member A. A. N. — We Specialize in Nursery Price Lists

1,000 square feet: 30 to 40 pounds of garden fertilizer, such as 5-10-5 or 6-8-2; 15 to 25 pounds ground limestone, if the soil is below a pH of 5.5, and a liberal coating of sludge, leaf mold, rotted compost or sacked manure, if the soil is lacking in humus.

4. Work these materials into the soil, mixing thoroughly, to a depth of four to five inches. Use a disk harrow or rotary tiller. In small areas, the mixing is best done by chopping with a hand hoe. Do not turn the soil with a plow or spade.

When cowpeas, soybeans, rye or other soil-improving crops are planted on the lawn, do not turn them in with a plow or spade. Use a hand or power implement to "chew" the organic matter into the soil. This material will rot much faster if five to 10 pounds of nitrate of soda are scattered to 1,000 square feet before the crop is worked into the soil.

5. If the soil is not wet, roll it to settle the soft spots.

6. Regrade to correct uneven places. Roughen the surface slightly to make a better seedbed.

7. Sow two to three pounds of grass seed to 1,000 square feet. Scatter one half in the opposite direction. Cover the seed by pulling a plank drag over the lawn or by light raking. Sow seed in late August or early September. March is the next best time. Bermuda seed is sown in May. Sprigs of Bermuda or zoysia may be planted from May to September.

8. Mulch with straw, three to four straws deep. A thick mulch will smother the grass. Use a mulch for either spring or fall seeding, unless special care and watering can be given. Thin netting or plant bed cloth may be used in place of straw, if fastened close to the ground.

Added Nitrogen

9. Scatter five pounds of sulphate of ammonia or six pounds of nitrate of soda and three and one-half pounds of ammonium nitrate to each 1,000 square feet, on top of the straw or other mulch. This extra nitrogen will stimulate growth and make the mulch rot quicker. Leave the mulch on the lawn for humus. Then run the lawn roller over the area before watering.

10. Use pegs, string or wire on exposed, windy spots to hold the mulch in place. If the straw is piled by wind or rain, respread as soon as possible. A light spray of asphalt over the straw may hold the straw in place until the grass grows through.

11. Water may be applied to get quick germination. However, if the

Mail \$1.00 plus 6¢ each six

soil may be used in place of straw, if fastened close to the ground.

1. Scatter five pounds of sulphate of ammonia or six pounds of nitrate of soda and three and one-half pounds of ammonium nitrate to each 1,000 square feet, on top of the straw or other mulch. This extra nitrogen will stimulate growth and make the mulch rot quicker. Leave the mulch on the lawn for humus. Then run the lawn roller over the area before watering.

10. Use pegs, string or wire on exposed, windy spots to hold the mulch in place. If the straw is piled by wind or rain, respread as soon as possible. A light spray of asphalt over the straw may hold the straw in place until the grass grows through.

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3—Perennial Pot	5 1/2-in. diam., 5 1/2 ins. high	25.50	268
4—Mum Pot	6 1/2-in. diam., 6 1/2 ins. high	34.50	472
5—Rose and Shrub Pot	8-in. diam., 9 1/2 ins. high	43.50	553

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soil has been properly prepared, it may be best not to water at all. Grass will drown wherever water stands in pockets.

12. Start mowing as soon as the grass is three to four inches tall. Set the mower two and one-half to three inches high for bluegrass, one to one and one-half inches for zoysia and one inch or less for all-Bermuda sod.

Next on the program was a discussion of "Chemical Control of Undesirable Plants along Roadsides," by Dr. W. E. Chappell, department of plant pathology and physiology at V. P. I.

After Dr. Chappell's talk, a panel discussion, entitled "Roadside Utility Lines Clearance," was conducted by L. M. Hall, of the Chesapeake & Potomac Telephone Co.; Hyland Johns, Asplundh Chipper Co., Jenkintown, Pa., and R. E. Sayre, of the Bartlett Tree Expert Co., Stamford, Conn.

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The final session of the landscape short course held Friday morning was devoted to a turf research report, presented by Dr. R. E. Blaser, of the department of agronomy, assisted by several of his graduate students.

It is difficult to establish and maintain desirable grass cover on subsoils of many sloping cuts in

southern Piedmont, Virginia. Kentucky 31 fescue has not produced satisfactory stands nor maintained a good sod cover on many sloping cuts, even though highly fertilized. Roadside experiments showed better survival and ground cover of tall fescue when lime was used with fertilizer. Because of the difficulty of establishing and maintaining turf

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along certain roadside cuts, a greenhouse experiment was set up to observe 25 kinds of grasses and legumes when grown with lime applied at the rate of one ton and two tons per acre and without lime.

The response to lime varied with plant species. All of the legumes tested except *Lespedeza sericea* responded to lime. Among the grasses tested, only four (redtop, rye, Chewings fescue and Italian rye grass) could be satisfactorily established without lime. *Lespedeza sericea* was the only species that was injured by applying lime.

Liming increased seedling vigor as early as a week after emergence and had a decided influence on increasing seedling weights. The increased seedling weights are of much importance, as it means a quicker and better stand as a result of liming. The root growth of plants such as alfalfa and bluegrass was restricted to the limed zone of the soil in the pot experiment. Liming had decided improvement on root growth and also increased nodulation in the case of legumes.

The seedling weights early in the experiment were slightly lower for the 2-ton rate than for the 1-ton rate of lime. The dry matter yields were also slightly lower for the 2-ton rate of lime as compared with the 1-ton rate of lime. Although the results show that the 2-ton rate of lime retarded the growth as compared with the 1-ton rate, most of the seedlings failed in the absence of lime. It is believed that the 2-ton rate is not generally too high for field conditions, since the lime is applied on the surface of the soil.

Use of Lime for Grass Cover

The lime in these experiments was incorporated with the top two and one-half inches of soil. The best practice of using lime with turf seedings on the highway program would be to apply one ton of finely ground limestone at the time of seeding and a second ton six months to a year after seeding. Reliming the second time would be especially desirable, as eroded areas that always occur during establishment would also receive the benefits of lime.

The next speaker, Prof. A. S. Beecher, discussed "Developing an Interchange Planting Plan." Professor Beecher gave an illustrated talk, showing some of the planting designs that have been worked out for the large highway interchanges in North Carolina, Connecticut, Ohio, New York and Virginia.

The final speaker of the short course was William C. Green, land-

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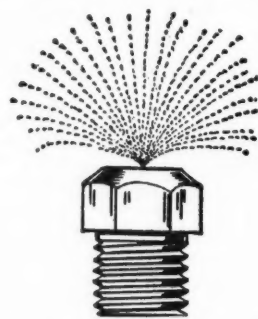
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scape engineer for the Connecticut highway department, who talked on the "Need for and Development of a Roadside Weed Control Program."

BRUENING'S EXPANDS

A \$50,000 building expansion program was announced recently for Bruening's Nurseries, Higginsville, Mo. Croft Bruening, one of the owners and operators of the family enterprise, states that construction will begin in June and continue over a 3-year period on a recently purchased 6-acre tract immediately adjoining the nurseries' present site.

Planned for the annexed land are a new "supermarket" garden center and office building and a large parking area for about 100 cars. Additional facilities for grading, processing and storing nursery stock will be included in the project.

This will be the latest step in the growth of a business that started in the early 1930's as a roadside stand operated by W. C. Bruening, Sr., a wholesale grocer. With steadily increasing trade, Mr. Bruening's nursery side line became a business, and his two sons, W. C. Bruening, Jr., and Croft Bruening, joined in the operation of it, as did his son-in-law, Palmer Day.

W. C. Bruening, Jr., now has charge of greenhouse and propagating operations of the nursery, and Mr. Day acts as sales representative. Croft Bruening handles administrative matters and directs another of the family's interests, Angus cattle breeding. Seventy acres of land are used to produce the nurseries' stock, evergreen shrubs and trees being specialties. A landscape service, directed by Mr. Day and Croft Bruening, is an important activity of the firm, which has landscaped several state buildings and educational institutions in Missouri, including the state capitol.

ELECTED recently to the post of vice-president of the American Society for Horticultural Science was Dr. Vernon T. Stoutemyer, chairman of the department of floriculture and ornamental horticulture, University of California at Los Angeles.

KRAUSE NURSERY, 3900 East Sprague, Spokane, Wash., is opening a branch outlet at 6112 North Division, Spokane. The branch operation, offering a full line of nursery stock and supplies and a landscape service, will be managed by Frank Vernon.

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Sheen Flame Guns have been used successfully for 30 years in England and on the continent of Europe. Now they are being offered for the first time to the nurserymen and landscapers of the United States.

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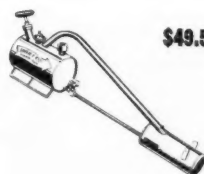
Sheen X500

This all-purpose machine incorporates an X300 Flame Gun, wheeled chassis and hinged hood of 12-inch width. The specially cranked handle enables the gun to be easily maneuvered with a minimum of effort. Gun is quickly detachable from chassis, providing the maximum in flexibility for the nurseryman and landscaper.



Price including shipping

\$29.50



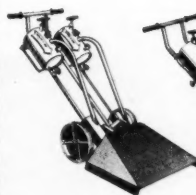
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Sheen X1000

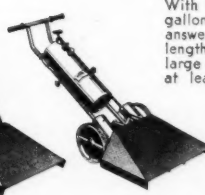
Designed for the large grower, but still incorporating the flexibility of the smaller units, this unit consists of two detachable one-gallon-capacity X300 Flame Guns with built-in pumps mounted on a strong tubular chassis. The strongly supported, 24-inch hinged hood provides the necessary ground coverage for utmost efficiency in inter-row weeding.



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County Agents Visit New York Garden

By Robin Todd

Dr. Pascal P. Pirone, plant pathologist, recently acted as host at the New York Botanical Garden, New York city, for the southeastern district county agricultural agents. It was an excellent opportunity for the agents to see some of the functioning of this private organization as well as a chance to see the large horticultural collections in the herbarium and in the garden itself.

Many homeowners in New York city call the botanical garden for information on horticulture and gardening. The operator then refers the call to the specialist in the field whom she believes is most competent to answer the question. If it deals with botany or cultural practices, it is usually referred to T. H. Everett, who served as an apprentice in the Royal Botanic Gardens, at Kew, England. He recently compiled 14 volumes entitled "Garden Encyclopedia," which completely covers any garden subject.

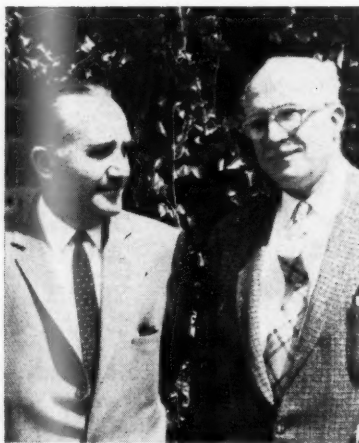
If the question pertains to plant diseases and pests in general, it is often referred to Dr. Pirone. He, with Drs. Dodge and Ricketts, recently published the third edition of "Diseases and Pests of Ornamental Plants," which describes the diseases and pests of nearly 500 genera grown ornamentally and is up to date on the latest fungicide, insecticide or nematocide controls for such pests.

In addition, many nurserymen often send in plant specimens for identification. Over 2,500,000 specimens are included in the garden's herbarium at the present time. The New York Botanical Garden has spent the past five years collecting all known plant genera in the country of Venezuela, South America. Part of this undertaking is being financed by the National Scientific Foundation.

Common Garden Problems

Dr. Pirone gave a short discussion on the diseases he most frequently diagnoses for homeowners and on the controls recommended for them. Without a doubt, lawn grass is the most difficult plant for a home gardener to grow satisfactorily. The commonest mistake made by home gardeners is watering the lawn too often—more than once a week. He recommends that the lawn be soaked less frequently and in the early morning, in order that the water may dry off the blades of grass.

Another common fault in the



Dr. P. P. Pirone (left), New York Botanical Garden, welcomes L. A. Devenpeck, president of the southeastern district county agricultural agents.

maintenance of home lawns is a low height of cut. A third fault is the gardener's passive attitude until trouble is present. Usually the home gardener will not read the directions

on a container or, if he does, he often cannot calibrate the proper dosage to his home grounds.

Dr. Pirone noted that any garden supply dealer can tell whether a lawn injury is caused by Japanese beetles. All he has to do is lift up the turf and then he can usually spot the C-shaped grubs feeding on the roots. These grubs are rarely seen feeding on crab grass roots.

The chinch bug can be discovered by putting a piece of burlap over a bent grass lawn and then watering. The chinch bug can then be found on the bottom of the burlap. He suggested controls using Diazinone. Thiodan has been suggested as a new material by horticultural workers in Florida.

Lawn Diseases

The two commonest lawn diseases are curvularia and helminthosporium. Garden supply dealers and lawn maintenance men can diagnose this problem by taking the spores, putting them under a glass and then examining them with a high-powered

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microscope. The helminthosporium spore is long and thin, with many cross walls, whereas the curvularia spore is more tear-shaped and fatter and has only four definite cells.

The only spores that might be confused with these two are those of fusarium and rust. Fusarium spores look like those of helminthosporium, except that the former are definitely curved. Rust spores may also appear to the inexperienced eye to be somewhat similar in shape to curvularia spores, but they can be distinguished by the mycelium, or little knob-tipped antennae, that may usually be seen growing out from one of the rust spore cells.

Among other diseases that might be found on lawns are brown patch, dollar patch, powdery mildew, snow mold, rust on Merion bluegrass and striped smut.

Dr. Pirone recommended the use of Acti-dione as a control for curvularia. Four applications are needed in the New York metropolitan area, beginning May 15 and spaced seven to 14 days apart, depending upon the amount of rain and number of cloudy days.

An interesting point made by Dr. Pirone is that botrytis on peonies is often a secondary infestation and may not respond to applications of zineb. In such a case, the usual pri-

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many causes of the condition are that the peonies have been planted too deep or that they lack sunshine or potash.

At the present time, a lawn maintenance man cannot give a 100 per cent guarantee on any treatment for lawn diseases. More research is being done in this field, but as of now the best recourses are preventive practices and early control methods.

Facts about the Garden

When welcoming the agents at the New York Botanical Garden, Dr. Pirone said that this privately endowed institution occupies 230 acres in the borough of the Bronx. It has a staff of 150 to 175, of which 25 are research workers, mainly taxonomists. The New York city government owns the property and finances some of the maintenance projects. A new library addition, to cost about \$1 billion, is being contemplated.

Touring the gardens, the agents were particularly impressed with the flowering cherries in bloom as well as the Korean azalea, *Rhododendron mucronulatum*. Excellent specimens of *Ilex cornuta* were also seen. During the tour of his laboratory facilities, Dr. Pirone mentioned that natural gas, which has largely replaced manufactured gas in many communities for cooking and heating use, does not contain materials that injure vegetation. In contrast, manufactured illuminating gas as well as ethylene may cause injury to vegetation. Dr. Pirone has done a great deal of research on this problem.

Profs. Arthur Lieberman and William Quinn, both of Cornell University, Ithaca, N. Y., spoke briefly to the agents present. Professor Lieberman stated that his Garden Guide, giving cultural recommendations for evergreens and deciduous shrubs, has now been made available to all garden supply dealers in New York state. The large type and yellow paper make it an ideal chart for a garden center. He reported that the United States Department of Agriculture will shortly publish a new bulletin on rhododendrons and azaleas.

Commenting on the excellent Kodachrome slides on horticultural subjects now available, Professor Lieberman noted that Gordon Nelson, of the Cornell entomology department, recently completed a new series of slides on tree insects. An excellent series of slides on pruning prepared by George Runge, who is now at Michigan State University, East Lansing, is available from the Nassau county extension service, Mineola N. Y.

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SOUTHERN WHOLESALERS

[Continued from page 8]

ord number of employees we prac-
tically held our sales up to last sea-
son's. We could not ship the stock
out according to all customers'
wishes, but it seems most of us were
in the same boat, and almost every-
one was understanding.

"We had ample spring rains, and
the stock that we have planted is do-
ing well. We normally have all cut-
tings in April 1 to 5; this year we
started planting them about this
time. We usually have all our ever-
green liners in the ground by April
15 or 20; we still have some to plant
(May 6). Our planting program re-
mains practically unchanged from
that of the past two years.

"In spite of all the increased cost
of labor, supplies, etc., we plan lit-
tle change in prices. In meeting
competition, we are unable to get
more out of our stock, but we cer-
tainly should.

"While we are not cleaning up
stock as well as we have in some
other years, we are going to wind up
with a good year, regardless of the
weather. Our sales are practically
the same as they were a year ago.
Collections are a trifle slower, but
not to an alarming extent. Some
stock was shipped later than last



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76	7" x 7" x 7"	200	200	200	200	200	200	200	200
79	7" x 9" x 9"	200	200	200	200	200	200	200	200
84	8" x 8" x 8"	200	200	200	200	200	200	200	200
89	9" x 9" x 9"	200	200	200	200	200	200	200	200
99	9" x 9" x 9"	200	200	200	200	200	200	200	200
1010	10" x 10" x 10"	200	200	200	200	200	200	200	200
1215	12" x 12" x 12"	200	200	200	200	200	200	200	200

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year's, so necessarily we would be
getting our money a little later.

"We did not have too many prob-
lems in our shipping, as we usually
have ample trailer trucks. The only
problem was getting the stock dug
on time."

Henry N. Boyd, Boyd Nursery
Co., Inc., McMinnville, Tenn., cites
the season's difficulties as follows:

"We experienced one of the worst

winters ever this year, as far as the
shipping of nursery stock is con-
cerned. Snow stayed on the ground
during most of February and March,
while it was very hot during the
month of April.

"The weather, therefore, cut our
season short, because February and
March are the two key months for
our digging, shipping and planting.

"I believe that most of the nurs-

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erymen in this area were caught in the same trap, and all of us will need some good luck when collecting to keep us out of the red in the ledger books.

"We are still planting, although we realize that, due to the lateness of the season, our stands will suffer. But we have no choice, if anything is to be planted this spring.

"The month of May up to the 15th has been cold, compared to April, which was the warmest on record."

Storms Damage Georgia Trees

Tree damage and lessened shipping gave a pessimistic view of spring trade at the Fruitland Nurseries, Augusta, Ga., according to James G. Bailie, whose remarks follow:

"Our shipping season is about over for this year. We had a bad winter, as far as weather was concerned. In the fall the storm Gracie did great damage here in Augusta, and many trees were damaged badly; some had to be removed.

"Then we had an ice storm, which injured old and young trees, and we were kept busy for weeks removing damaged trees. We believe the Carolina cherry, *Laurocerasus caroliniana*, was the worst hit of all. The city spent weeks removing broken branches from the sidewalks.

"Because of the higher parcel-post rates, our shipments have been less than last year's. People buy near home. Nor can we depend on railroad freight shipments, because motor freight has cut in."

Small Gain in Florida

Despite bad weather, sales this year topped those of last spring, writes George L. Taber, Jr., president, Glen Saint Mary Nurseries Co., Glen Saint Mary, Fla. Possible shortages are also mentioned as the result of cold weather damage last winter, noted in the following letter:

"The season just past was good in some spots and poor in others. Because of bad weather through the winter, our sales, both wholesale and retail, suffered. In spite of this, we are a little bit ahead of the previous year's business.

"As with most nurseries in the south, we find more calls for container materials and are gradually expanding our facilities to take care of this demand, particularly with regard to hollies and citrus. We are also stepping up our supply of camellias.

"Prices for the coming season will remain about the same, although scattered increases may be noticed,

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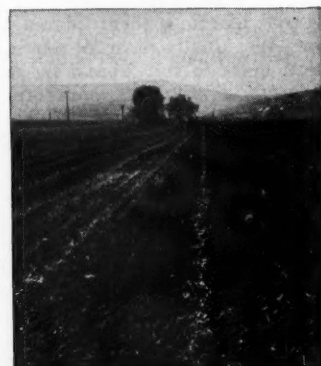
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partially as a result of the grades and standards program now getting under way in Florida.

"Supplies for next season will probably be spotty, showing fairly sizable shortages in some lines that were adversely affected by rain and cold last winter. The result seems to indicate continued good business, limited principally by abbreviated inventories. The profit margin squeeze is still to be reckoned with in Florida, as well as in some other southern states, but we believe that higher standards for nursery stock will alleviate this trouble by allowing growers to bring up their prices to a point more nearly in line with the economic trend."

Difficult Alabama Spring

"The past shipping season is almost a nightmare, in retrospect," comments Henry H. Chase, president, Chase Nursery Co., Chase, Ala. He adds: "The weather was unbelievable, and digging conditions were terrible."

"Some comprehensive soil testing is being done, and we hope fertilizers are correctly applied for this coming growing season. We have made an increased planting of shrubs and are hoping for the best."

"As of this date (May 14), we are still planting, though normally it is much too late a date for that. Every stick that goes into the ground is getting a big drink of water, and we hope for the best. Stock planted a month or six weeks ago looks promising."

"Our volume for the year is off a bit. We did not have a big crop of shrubs, and the demand for lining-out evergreens, which usually brings in a tidy bit of business, seems to have been off considerably. We sold completely out of Magnolia soulangiana and dogwoods and had only a few shrubs left."

"Believe it or not, we had a light frost here May 13."

Oklahoma Feels Winter

J. Frank Sneed, Sneed Nursery Co., Oklahoma City, Okla., cites unusual delays in field work in the following comments:

"Our sales will about equal last year's. Four months of turbulent weather affected the retail and wholesale sales in the southwest area."

"All the nurserymen are 30 days behind with field work, lining out, landscape jobs and also collections. If cool weather continues, we may not have too bad a loss in our lining-out stock."

"For the past two weeks there have been storms and hail damage in Oklahoma, and we are thankful



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that we were not affected. We are looking forward to a good business next season. Most of the retail nurseries and landscape men expect to regain some of their lost business of February and March if cool weather continues."

Optimism in Texas

A feeling that the season served nurserymen well in spite of the difficulties and mention of prospective price rises are especially noteworthy in a report by Steve Verhalen, Verhalen Nursery Co., Scottsville, Tex.

"The spring season certainly threw us a curve in the nursery business. The late spring and the extremely cold weather, plus record snows, left us with the possibility of a lot of crop damage and no time or opportunity to do the necessary nursery work.

"When the cold season had gone, we had a terrific rush. I know that this applied to all, wherever they were and whoever it was trying to sell plants. The season is just at its peak at this period, May 1 to May 10, in more northern parts of the country. I hope that because of the lateness in getting started that we are able to continue further into the spring and early part of the summer, so that we can make up what was lost during our regular season.

"The outlook for this summer is good; our stock is off to the best growing we have seen so early in the season. Our supply is normal, but according to demands which we can now foresee, I believe it will be a little on the short side in general.

"The prices for another season, I think, should be newsworthy. All over the country there is distinct indication that the prices will be upward. Prices had to go up in order to enable the grower to stay in existence. Little growers and big growers will have to have more for their stock. Cost of all materials decidedly has gone up. The cost of labor—the biggest factor—is constantly going up, with more rise in sight, particularly with the new minimum wage law coming before Congress and almost certain to be passed.

"I do not think there will be any alarming shortages. All in all, the season looks good, and we feel that we will wind up the present selling period with a normal sales record."

Rose Price Rise "Certain"

The disappointing spring season has made it apparent to rose growers in the Tyler, Tex., area that a rise in prices, coupled with all possible improvements in production methods, is necessary for reasonable profit, according to Clark Kidd, Arp

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Nursery Co., Tyler. His letter follows:

"Roses conscientiously cultivated were in strong demand up to mid-winter, when bad weather caused retailers in all parts of the country, east of the Rockies at least, to suffer. Shortage turned into surplus. Prices through the season did not improve.

"The balance sheet of the growers has been a disappointment in this area for too many years. There is now a determination to invest in every known improvement in field practices while immediately placing more realistic prices on the new crop for fall, 1960, and spring, 1961, so the grower may derive a fair living. Extreme competition for several years has made a sensible price increase, pacing the spiraling costs, seemingly impossible.

"Good roses will certainly cost more money. The refinements of re-

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frigeration, manzate treatments, labeling and direct deliveries will have to be paid for at the retail level.

"Growers estimate that the 1961 rose supply is considerably reduced. Figures are not available, but experience would favor that conclusion. Pecan and walnut trees, on which promotional efforts have been comparatively insignificant, are not plen-

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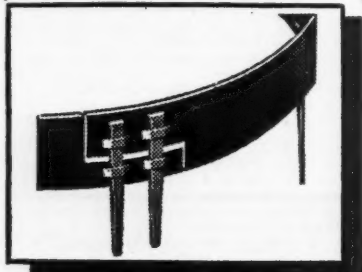
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tiful but will still be sold with little concern for justifiable profit."

Carl Shamburger, Carl Shamburger Nursery, Tyler, Tex., tells of a cleanup of good roses and prospect of a smaller harvest this season, as follows:

"Sales have been slow, due to a late spring over most of the country. However, most of the good bushes have been sold, and every nurseryman is fairly well cleaned up. This past season many Texas roses were injured by cold in the early fall.

"Prices stayed about the same as in the year before, generally speaking; some were a little higher.

"It is now beginning to warm up, and our stock looks good. However, the spring weather is late this year. We have had adequate rainfall thus far, and it looks as if we will have a good crop again this year. There will not be so many roses to harvest this year as last year.

"Our growing season in Arizona has been good. We completed our budding there two weeks ago (May 1), but we have not started that operation here."

Kansas Sales "Good"

Weather conditions made order filling difficult in Kansas, John J. Pinney, Willis Nursery Co., Ottawa, states, but the demand for stock was good. Other phases of the spring routine were described as follows:

"This past season will make many nurserymen wonder why they are in the business. With us the winter was the longest and severest on record. The snow did not melt until April, and the ground was so muddy we could not dig for a long time. Normally, we have about 12 weeks of digging weather, but this year we had about four, which made it difficult to fill orders.

"The demand for nursery stock was good; retailers were doing a good business, but were handicapped by the same conditions that we encountered and found it difficult to complete their contracts.

"The labor situation was tight. A great deal of government construction is going on around here, and it is difficult for nurserymen to compete with government wages.

"We believe that good-quality, upright evergreens are scarce and will continue to be in short supply for some time. Large-caliper shade trees are also in short supply.

"We expect to make our usual plantings, with no drastic changes in our plans. We are finding an increased demand for container-grown nursery stock and expect to step up our production in that area."

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SPIREAS

[Continued from page 11]

ponica x albiflora), Froebel spirea—With bright crimson flowers, this is a popular plant among many United States nurserymen because the secondary growth is sufficiently tall and vigorous to cover the dead flower heads produced in early to mid-July.

S. bumalda Anthony Waterer: 2, Z 5—A very low, crimson-flowered spirea, popular since 1890, when it originated. The young foliage is tinged pink as it first appears in the early spring. The flowers first appear in late June.

S. bumalda Norman: 10 ins.—Compact and very rare. The foliage is brown, turning a raspberry purple in the fall, and the flowers are rosy pink.

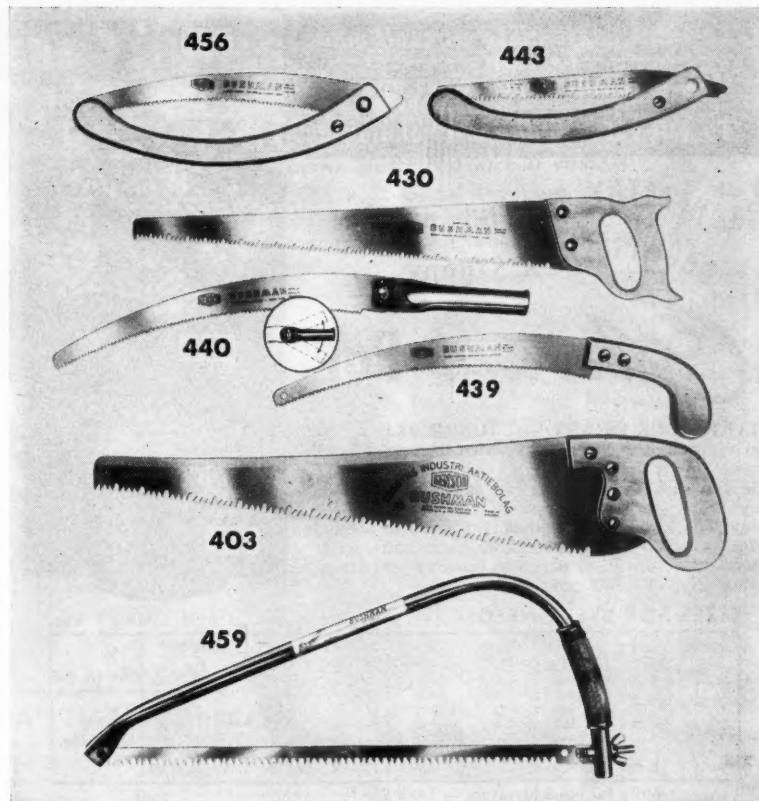
Note: There are one or two other low moundlike spireas being offered in the trade, none of which I have yet seen, but which may belong here. One is listed as *S. bumalda alpina*, with pink flowers, and another listed as *S. digitata nana*, with raspberry-colored flowers. The plant is reportedly only four inches tall and is supposed to come from Siberia.

S. canescens: 6 to 10, Z 7, Himalayas, hoary spirea—Blooming in July, with clusters of white flowers two inches in diameter, borne on the upper side of gracefully arching branches.

S. cantoniensis: 3, Z 6, China and Japan, Reeve's spirea—Sometimes incorrectly termed *S. reevesiana*, this is often considered even a better ornamental than the popular *S. vanhouttei*, although the latter is hardier. In parts of California it keeps its foliage a greater part of the year. The small, rounded, white flower clusters are only one to two inches in diameter and appear in late May.

S. decumbens: 1, Z 5, southern Europe—Of special interest for rockeries, this low, European, white-flowering spirea is extremely difficult to find in American nurseries at the present time.

S. japonica: 4½, Z 5, Japan, Japanese spirea—A handsome Japanese



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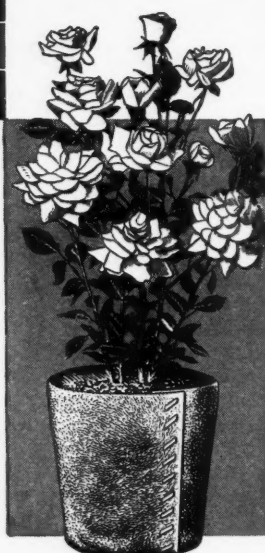
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No. 2	8 1/2 ins.	7 ins.	8 ins.	100	535 lbs.	5.75	50.00
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	6.25	55.00
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spirea, but its height is sometimes against it, forcing people to use the lower *S. bumalda* varieties. However, the flowers are pale to deep pink, sometimes white, appearing in mid-June.

S. japonica atrosanguinea: Mikado spirea—This has the deepest red flowers of any spirea, the flat flower often being four to five inches in diameter.

S. japonica ovalifolia — Flowers white.

S. japonica ruberrima—Flowers a deeper pink than those of the species.

S. margaritae: 4, Z 4, (*japonica* x *superba*), Margarita spirea — With flat clusters of rosy-pink flowers in late June. If the plant is thinned out in the late winter and the few remaining shoots are cut back to about one foot, it should be covered with blooms by late June, the blooms being from three to six inches in diameter. It may bloom a second or even a third time during the summer.

S. multiflora: 5, Z 4, (*crenata* x *hypericifolia*), snow garland spirea—An excellent hybrid, originating before 1884, with long, slightly arched branches covered with small white flower clusters in May. This does well in the Dakotas, apparently better than in New England. Sometimes incorrectly listed as *S. multiflora arguta*.

S. nipponica rotundifolia: 7, Z 4, Japan, big Nippon spirea—With bluish-green foliage, this shrub is rather stiff and not so graceful as some others. The small clusters of white flowers are numerous, appearing in late May. It has larger leaves and flowers than the species, hence is recommended.

S. prunifolia: 9, Z 4, Japan and China, bridal wreath—The small, double, white, button-size flowers in mid-May are this plant's popular feature. However, it is one of the few spireas which have red to orange autumn color in the fall. The single-flowered variety, *simpliciflora*, does not make nearly so good an ornamental. There is no such variety as *plena* or *flora-plena*. This double-flowered plant was the first to be found by botanists in the Orient (1843) and was given the specific name *prunifolia*. When the single-flowered form was found later, it was given the varietal name. Usually the sequence is reversed.

S. superba: 3, Z 4, (*albiflora* x *corymbosa*), striped spirea — Only valued because of its late June flowers (light rose) and because of its low height.

S. thunbergi: 5, Z 4, Japan and China, Thunberg spirea — Single white flowers in early May, this is usually the first of the spireas to bloom. The leaves are small and

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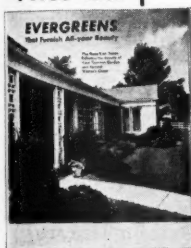
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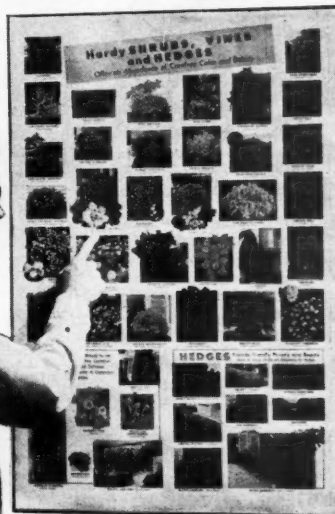
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pointed; the plant is graceful and
finely branched, and the foliage may
turn orange in the fall under some
conditions. However, it does better
in the middle Atlantic states and the
south than in New England, where it
tends to be killed back somewhat by
winter cold or where late spring frosts
injure the early blooms.

S. thunbergi compacta—I have not
seen this plant, but if correctly named
it should have merit.

S. trichocarpa: 6, Z 5, Korea, Ko-
rean spirea—Somewhat similar to *S.*
nipponica and its varieties, but it has
larger flower clusters than *S. van-*
houttei and blooms shortly after-

ward.
S. trichocarpa erecta—According
to F. L. Skinner, this is more compact
and dwarfer than the species; flow-
ers and flowering habit are similar.

S. vanhouttei: 6, Z 4, (cantonien-
sis x trilobata), Vanhoutte spirea—
Originating before 1868, this has be-
come the most popular of all the
spireas. It blooms in late May. Its
arching habit is one of its best assets.

S. veitchi: 12, Z 5, central and west
China, Veitch spirea—The tallest of
the spireas, with flat white flower
clusters about two inches in diameter
during mid-June.

S. wilsoni: 7, Z 5, central and west-
ern China, Wilson spirea—In gen-

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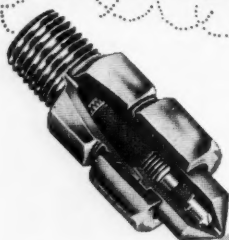
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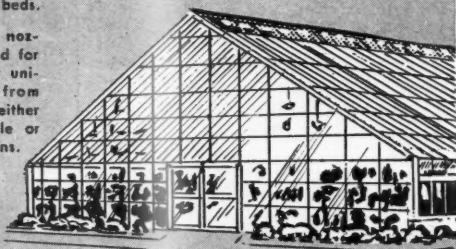
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eral this looks like *S. vanhouttei*, but blooms slightly later, in early June.

Need More Trial

The following three hybrids have originated at the Dropmore Nurseries of F. L. Skinner. Presumably they are hardy there in extremely low winter temperatures.

Rosabella (*S. betulifolia* hybrid)—12 to 15 feet tall, with flat panicles of pink flowers through the summer.

Snow White (*S. trichocarpa* x *trilobata*)—The foliage is larger and a paler green and the individual flowers are slightly larger than those of *S. vanhouttei*, which it closely resembles. However, *Snow White* is quite hardy at Dropmore, and *S. vanhouttei* is not.

Summer Snow (*S. betulifolia* x *media*)—Two feet tall, with flat panicles of white flowers starting the end of June and blooming until the end of August.

Other spireas needing further study are listed in the trade as *bumalda alpina*, "low cushion type with pink flowers," and *digitata nana*, "with raspberry-red flowers, the plant being only four inches tall and coming from Siberia."

Plants Suggested for Discard

The following species and varieties might be considered for discarding:

- A—differs little from species.
- B—ornamentally no better than other species and varieties that are recommended.
- C—of little ornamental value.
- x—hybrid species or variety.

- alba*—B
- alpina*—C
- amoena*—B (somewhat similar to *S. bella*)
- arcuata*—B
- x assimilis*—B
- bella*—B (somewhat similar to *S. amoena*)
- betulifolia*—B
- x billiardi*—This grows in 6-foot-high clumps, with flowers bright rose in pyramidal spikes during late June. It tends to be weedy and coarse, with uninteresting foliage, probably desirable only in neglected clumps or on banks in out-of-the-way places.
- x blanda*—B
- blumei*—C
- x brumalis*—B
- x bumalda*—This is a hybrid species, and so the named clones or varieties are the ones to grow. There are some extremely poor unnamed clones of this species which have been raised from seeds.
- x bumalda atrosea, coccinea*—Practically if not completely identical and flowers lighter in color than those of *Anthony Waterer* and *crispa*—B
- x bumalda Rose Waterer*—Merely a pink-flowering sport of *S. bumalda Anthony Waterer*.
- x bumalda ruhoniana*—A
- calicicola*—C
- cana* (one of least attractive but very hardy)—C
- canescens myrtifolia*—A
- cantonensis lanceata*—B
- chamaedryfolia* (stoloniferous)—B
- chamaedryfolia stenophylla*—A
- chamaedryfolia transiens*—A

chamaedryfolia ulmifolia—A
 chinensis—B
 x cinerea—C
 x concinna—C
 x conspicua—B
 corymbosa—C
 crenata—C
 dasyantha—B
 densiflora—B
 x difformis—B
 x difformis subincisa—A
 douglasi—A native species of the Pacific coast six to eight feet tall, spreading by suckers, with rose-colored flowers in large panicles, used little except in naturalistic plantings.
 douglasi grossulariaefolia—A
 fastigiata—B
 x fontenaysi, alba, rosea—Six feet, upright types, little planted—B
 x foxi—C
 fritschiana (koreana is a synonym)—B
 x fulvescens—C
 gemmata (mongolica)—C
 x gieseleriana—C
 gracilis—B
 henryi—B
 henryi notabilis—A
 hypericifolia—C
 hypericifolia acuta—A
 hypericifolia obovata (thalioides)—A
 x inflexa—C
 x intermedia—C
 japonica acuminata—A
 japonica glabra—A
 japonica fortunei—Over four and one-half feet tall—B
 japonica macrophylla—C
 lancifolia—C
 latifolia—Hardest of all the spireas, four feet tall, with spikes of white to pink flowers; its only value is for planting in the coldest areas of the United States, where other spireas are not hardy, and even then only in naturalistic plantings.
 latifolia septentrionalis—B
 x lemoinei—B
 longigemmis—B
 lucida—B
 x macrothyrsa—B
 media—C
 media glabrescens—C
 media mollis—C
 media serica—C
 menziesii—Native from Alaska to Oregon, with rose-colored flowers in summer; this is a coarse shrub, requiring considerable pruning each summer.
 menziesii triumphans—Synonym for S. bilardi.
 x micropetala—C
 x microthyrsa—C
 miyabei—B
 miyabei glabrata—A
 miyabei pilosula—A
 mollifolia—C
 myrtilloides—B
 nipponica—B
 nipponica tosaensis—A
 x nivea—C
 x notha—B
 nudiflora—C
 x oxyodon—B
 x pachystachys—C
 x pikoviensis—C
 prunifolia simpliciflora—Admittedly beautiful in flower, but because the flowers are single they do not last nearly so long as the double-flowered species—B
 pubescens—C
 x pulchella—B
 x pumilionum—C
 x pyramidata—C
 x rivirescens—B
 x rosalba—B
 rosthorni—B
 x rubella—B

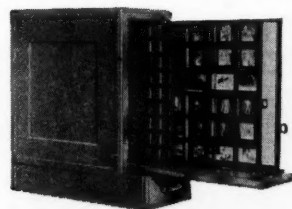
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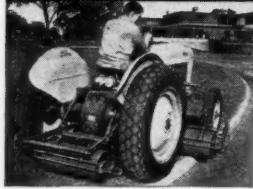
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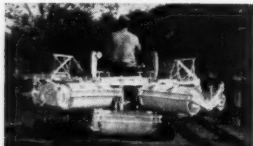


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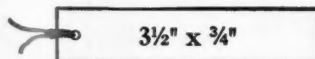
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x rubra—B
salicifolia—This has poor foliage and is a pernicious spreader, a fact which makes it a useful plant on occasion—B
salicifolia grandiflora—A
x sanssouciana—B
sargentiana—Similar to *S. canescens*, close to *S. henryi*, but smaller in every part—B
x schinabecki—C
x semperflorens—B
splendens—Possibly a variety of *densiflora*—B
x subcanescens—B
x syringaeflora—C
tomentosa, alba—A species native in the eastern United States, closely related to the western *S. douglasii*; the foliage is poor and it does not make a good ornamental, although it is used in naturalistic plantings—B
trilobata—Like *S. vanhouttei*, but the flowers are smaller—B
x tristis—B
uratensis—B
vaccinifolia—B
virginiana—B
virginiana serrulata—A
x watsoniana—B
yunnanensis—B
zabeliana—B

MAIL-ORDER REPORTS

[Continued from page 7]

believe I would find that our sales of herbaceous perennials lead the field in sales increases, while fruit plants are lagging behind the rest. In the seed end of our business, garden vegetables are substantially ahead, while ornamentals are at about the same level as they were last year.

"March weather held up our shipping and early field operations, so that we were bogged down by starting out a full month behind. Operating under such circumstances is always difficult, but when the orders roll in as they did in April we are happy to be bogged down."

Spring trade was less than anticipated, according to the comments of C. R. Emlong, Emlong Nurseries, Inc., Stevensville, Mich. He describes the 1960 spring season as follows:

"We have just gone through a very disappointing mail-order season. As you know, last fall's mail-order business was, also, on a down trend. It was our feeling here that it was caused by the steel strike and extremely warm, dry weather in the early part of the fall. In making our plans this spring with the fact in mind that economic conditions were improving and that there should be a backlog of business for nursery stock left from last fall, we expected a much better turnover of nursery stock than we experienced.

"January and February were quite good, businesswise. However, a rapid decline set in immediately with the arrival of extremely cold weather in late February and March. This eliminated a great deal of the

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2 1/4-in. Square	2,500 to 17,500	\$ 7.50	2500	\$18.75	35 lbs.
	20,000 to 72,500	7.00		17.50	
	75,000 and up	6.50		16.25	
3-in. Square	1,000 to 9,000	14.50	1200	17.40	32 lbs.
	10,000 to 49,000	13.25		15.91	
	50,000 and up	12.00		14.40	
2 1/4-in. Round	2,500 to 17,500	7.00	2500	17.50	29 lbs.
	20,000 to 72,500	6.50		16.25	
	75,000 and up	6.00		15.00	
3-in. Round	1,250 to 10,000	13.00	1250	16.25	25 lbs.
	11,250 to 50,000	12.00		15.00	
	51,250 and up	10.75		13.45	

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Size: Top INSIDE Measurement	Quantity	Price per 1000	Pots per Carton	Price per Carton	Carton Weight
S-1428 1 1/4-in. Square	2,500 to 17,500	\$ 6.90	2500	\$17.25	28 lbs.
	20,000 to 72,500	6.40		16.00	
	75,000 and up	5.90		14.75	
S-1428F 2 1/4-in. Square	2,000 to 18,000	10.50	2000	21.00	39 lbs.
	20,000 to 74,000	9.75		19.50	
	76,000 and up	9.00		18.00	
S-1428D 3-in. Square	1,000 to 9,000	17.25	1000	17.25	38 lbs.
	10,000 to 49,000	16.00		16.00	
	50,000 and up	14.75		14.75	
S-1428A 2 1/4-in. Round	2,000 to 18,000	7.75	2000	15.50	28 lbs.
	20,000 to 74,000	7.25		14.50	
	76,000 and up	6.75		13.50	
S-1428B 3-in. Round	1,000 to 9,000	13.75	1000	13.75	27 lbs.
	10,000 to 49,000	12.75		12.75	
	50,000 and up	11.50		11.50	
S-1428C 4-in. Round	500 to 2,000	28.75	500	14.38	38 lbs.
	2,500 to 9,500	26.25		13.13	
	10,000 and up	24.75		12.38	
S-1428E 4-in. Round Azalea	500 to 2,000	28.75	500	14.38	38 lbs.
	2,500 to 9,000	26.25		13.13	
	10,000 and up	24.75		12.38	

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Naturally, the larger, healthier one and so would your customers. Both Azalea Lentengroot transplants were potted Sept. 1, one in 4-in. plastic pot and the other in 4-in. Val-peat Pot. Picture taken Feb. 1. Here's what makes the BIG difference: Val-peat Pots prevent leaching, hold the nitrogen and release it slowly for larger, healthier plants—and GREATER SALES AND PROFITS! Yes, plants started in Val-peat Pots are healthier, mature faster, cost less to raise and are more profitable than plants started in other pots. You plant pot and all, saving time and trouble. Whenever transplanting is desirable, you get best results—in plants and profits—by starting your crop in pre-sterilized Val-peat Pots made of high-quality, long-fibered peat moss and added nutrients. Val-peat Pots are sturdier . . . tougher . . . easier to handle than any other peat pot. They contain scientifically determined amounts of nutrients. The larger base means greater bench stability. Val-peat Pots are accurately sized—it's the inside dimension that counts and there's a size to meet your every need.

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business we do in southern parts of the United States. I have checked everyone in our area and gather from all that business was down a great deal.

"Everyone in the mail-order business seems to be experiencing higher costs, with a decrease in volume. Consequently, it is quite difficult to show a profit. Then, too, the service that we are receiving from parcel post and express facilities is gradually deteriorating, and I am sure that this, coupled with increased numbers of outlets for nursery stock, is forcing many of our former customers away from us, and they are shopping locally."

Contrary Season, with Sales Up

Robert W. Ackerman, Jr., Ackerman Nurseries, Bridgman, Mich., noted an over-all increase while coping with contrary weather and slow deliveries. He reviews the spring events as follows:

"We believe this has been one of the most hectic seasons experienced in many a year, especially weather-wise. When the weather should have been cold, it was mild, and then when it was time for the snow to be

TREES FOR AMERICAN GARDENS, by Donald Wyman. 745 recommended trees, 1600 species and varieties. **\$8.00.** American Nurseryman, Chicago 4, Ill.



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gone and the planting season to be on hand, cold weather and snow arrived. In fact, it started snowing about the middle part of February and continued well unto the end of March.

"Our sales have shown an over-all increase this year, in spite of the severe weather in March. January and February were above last year, but the severe weather experienced during March curtailed sales considerably for that month.

"Strawberry sales were back to normal again this year, and we had good sales of roses, evergreens and ornamental shrubs, with a few exceptions. Ornamental trees and fruit tree sales dropped behind last year's sales. Apple and peach tree sales suffered the most.

"We also experienced extreme difficulty in getting our shipments through in what we would term a reasonable shipping time. In fact, parcel post, express and motor freight were all slow; it has been taking 10 and 11 days for a shipment to go through to a point where it normally should take no more than three or four days. This causes considerable customer dissatisfaction.

"We are hoping this month (May) will remain cool, for we have just finished planting our strawberry fields and are now starting to plant our lining-out stock of all kinds. After the snows melted, we had so much rain it was impossible to get onto the ground to do plowing or planting of any kind."

South Dakota Sales Hold

"The spring business about equaled last season's," writes R. Rulon, Gurney Seed & Nursery Co., Yankton, S. D., continuing, "We experienced a considerable slowdown of business in March, but our late April and May business was highly satisfactory.

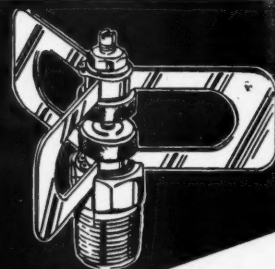
"We noted an especially heavy demand for shade trees, windbreak stock and small fruits. A late arrival of spring and rain caused considerable difficulty getting stock dug and processed in time for shipment. The cool spring has been a tremendous help.

"With the increased postage rates, we find it a real problem to keep the meter postage machine in action."

Minnesota Matches '59 Record

Added interest in evergreens and flowering shrubs helped to maintain the 1959 sales volume this spring, notes K. E. Relyea, Farmer Seed & Nursery Co., Faribault, Minn., writing:

"As of May 1, our mail-order nursery business was approximately



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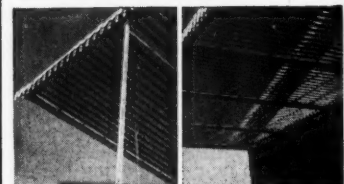
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as it was in 1959. It did exceptionally well from January until the middle part of March and then gradually fell off until the middle part of April, when we were quite a bit behind. However, the last two weeks in April helped us back up to the 1959 point. This refers basically to mail-order sales.

"We are finding a better demand for garden seeds than for nursery items. Also, we probably helped our nursery sales by our new strawberry introduction. We note a lack of interest in raspberries and gooseberries and surmise that our sales in these items are below those of a year ago. There does, however, seem to be increased interest in evergreens and flowering shrubs."

Faith in Mail Order Renewed

Hugh Steavenson, proprietor of the Forrest Keeling Nursery, Elsberry, Mo., takes a different view of snowbound spring business and its implications. He writes:

"March, 1960, is no doubt a month most nurserymen in the north, east and midwest would like to forget. But, if anything, the mixed up weather revitalized our faith in the mail-order business.

"We have come in recent years to count more and more on drive-in trade, and March has been our bumper month. This March, week-end after week-end, instead of looking out the window and seeing the lot overflowing with parked cars, all we could see was 16 to 24 inches of snow on the ground. Even the old-timers who can remember the turn of the century recall nothing like it.

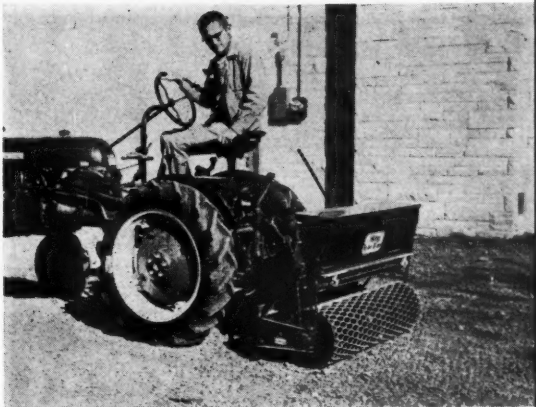
"While mail order was certainly off during this period, it did provide some cash income, and mail order has continued to hold up better through April and into May than ever before. In mid-March our purchases and reserves for mail-order and drive-in trade appeared to be far too heavy, but most of our surpluses have now been cleaned up, thanks primarily to mail order.

"The total and the dollar volume of our mail orders for 1960 will exceed last year's. While drive-in trade has picked up, with the loss of March and early April we will be lucky to come within 20 per cent of 1959 volume in this category.

"The turn of events this spring makes me wonder if those who were busily burying mail order a few short years ago may not be obliged to re-appraise the picture. A few years ago mail order was particularly plagued and certainly hurt by a rush of questionable promotions. Now, with every banana stand, chain drug store,

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cuts the high spots,
spreads dirt
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—automatically!



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anybody who can steer a tractor can turn an average rough-graded lot into a level, clodless, fine-graded seed bed—in 15 to 20 minutes! Absolutely no additional hand raking required.

THEN—with this same Viking Roller Blade—you can seed, fertilize, cover and compact this same area in less than 10 minutes.



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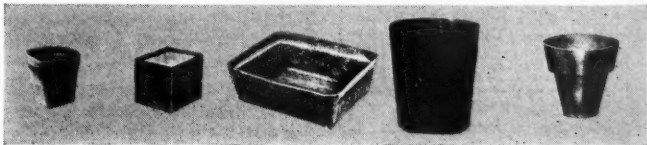
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supermarket and hardware store carrying nursery stock, there are evidences of customer disenchantment with segments of the walk-in or drive-in business.

"Not only has the customer found quality and viability of this stock often unsatisfactory, he has also found lack of variety selection in such outlets. Perhaps many customers are returning to the mail-order nurserymen for professional nursery service.

"By prepruning and rigidly using proved techniques in polyethylene wrapping, we successfully combatted increased postage rates this spring."

Missouri Sales Disappointing

Neosho Nurseries, Neosho, Mo., found the steel strike and severe spring weather disturbing factors in a program geared to celebrate the firm's 50th year. He comments:

"The mail-order department of our business has had a disappointing year. The fall season started off in an average sort of way, but the effects of the steel strike were soon felt. As near as we can figure, our sales dropped off 40 per cent during the larger part of our selling season.

"Inquiries in January started off well, showing an increase over the year before, but dropped off a little in late January and early February. Sales through January and up to mid-February were running 15 per cent ahead of the same period a year ago, and prospects looked bright. As with most other nurserymen in the country, the severe weather caused our sales to drop clear out of sight for the next four weeks. Just exactly where we will wind up we do not yet know, but the drop will be in the neighborhood of 20 per cent. We are celebrating our 50th anniversary and had budgeted for an increase over the year before."

Weather Plagues Iowa Season

Spring sales below those of last year are termed satisfactory by George Rose, Henry Field Seed & Nursery Co., Shenandoah, Ia., in view of the adverse weather that plagued the season. He also notes that postal rate increases are causing changes in shipping procedures. His letter follows:

"The past season was one of the most difficult we have ever been through. We had an extremely difficult fall, with the month of November wet and freezing, which cut our sales heavily for that month and about stopped all of our digging just when we needed to get the stock in. There were a few warm days in December, however, and by sending everyone into the field, we managed

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to get in stock enough to cover our needs for early spring.

"January started off normally, with sales satisfactory. But from the middle of February until the end of March, business dropped steadily, as storm after storm struck across the nation.

"April did a right-about-face, and we began to gain back some of what we had lost the previous six weeks. We will not have so good a year as we had in 1959, which was the top year in the history of our firm, but we are going to end up with a good volume and, under the circumstances, we are more than satisfied.

"The 23 per cent increase in parcel post is adding greatly to our mailing cost. To offset this, we have bulk-shipped full truckloads of parcel post packages to the Cincinnati post office for remailing to eastern points and in that way have managed to cut a small amount of our postage costs and also speed up delivery and eliminate some of the damage that occurs in the shipping.

"We have devised some new containers for potted perennials and house plants that seem to be standing up better in the mails, as we have had few returns on them because of damage. Most supplies of nursery stock have been adequate.

"We find that bargain collections in the catalog, both in seeds and nursery stock, seem to be selling better than usual this year, which would indicate that money is a little tight and that customers are trying to get more for their dollar. We think this is quite true, particularly through the midwest farming area."

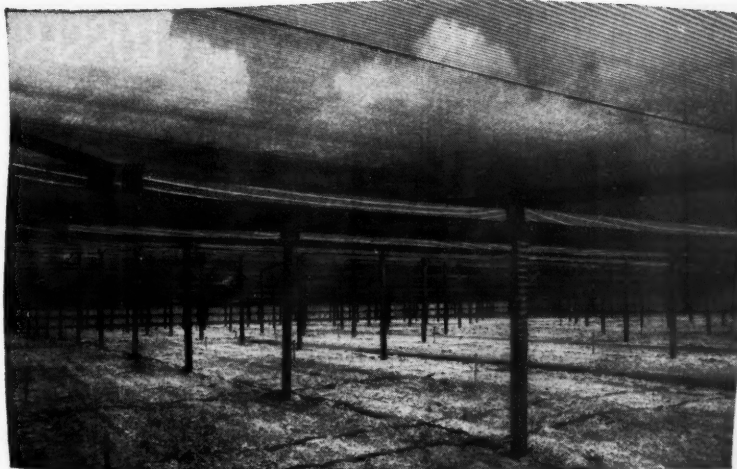
Northern Iowa Report

"I believe that our situation in northern Iowa is much the same as for other midwest nurseries," reports Wayne Ferris, Earl Ferris Nursery Co., Hampton, Ia. He adds: "The weather in March was a severe blow to our sales. We lost considerable southern business, and the month in general, due to the severe weather, was nearly a complete loss.

"Our weather in April included a series of rains, and we worked under a handicap all through the season. We had as many as three inches of rain some days, and this, with the fact that warm weather came all at once, made it impossible to handle some evergreen sales.

"We have found considerable delay in parcel post and express shipments, due to the removal of many trains in some localities.

"We are experiencing a late, cool May and hope to regain some of our sales loss."



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Rough Brothers is your guarantee of quality benches.

Durable—Long Life—Eliminates Fungus Growth—Will Not Crack When Sterilizing





BENCH HARDWARE — Angles — Corners — Sides. Heavy-gauge galvanized metal shaped to slip over sides and corners firmly. Sides 3/8 and 1/2 in. thick — 4 and 6 ins. high. Angles 1/2x3/4 in.—size 4x6 ins. Write for information on Bench Hardware!



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SINE, AN 2, Quakertown, Pa.

ORNAMENTAL GRAB APPLES,

by A. F. den Boer. 226 p., illus. (1959). \$4.95.

American Nurseryman Chicago 4, Ill.

A. A. N. OFFICE MOVED

Moving of the Washington office of the American Association of Nurserymen to a new location in the building where it has been operated for the past 22 years gave the headquarters a new address as of mid-May. It is now 835 Southern Building, Washington 5, D. C.

WEST COAST TRADE

[Continued from page 8]

are expected during the coming year in spite of ever-increasing costs. We expect over-all demand to equal or exceed last year's, although early season ordering has been affected to some extent by the late spring season in many areas.

"Since entering the container ornamental wholesale business two years ago, our major problem has been building up enough inventory to meet demand. We expect no slackening in demand for quality ornamentals within the immediate future and are continuing with our plans for increased production accordingly. Prices of container ornamentals may be expected to firm, the major factor being increased cost of containers.

"Our deciduous fruit tree, shade tree and grapevine sales exceeded the previous year's volume by a slight margin. Surpluses developed in certain items, particularly affected by the demand for commercial planting."

Monrovia Sales Up Again

A highly successful season is outlined and an imminent increase in prices noted by Howard Past, president, in this letter from the Monrovia Nursery Co., Azusa, Calif.:

"The Monrovia Nursery Co. again showed a substantial increase in sales as compared to last year. Shipping presented a few problems. The weather in California, except for the first two weeks in January, was ideal for the nursery trade. Weather conditions in other states were less desirable, and out-of-state shipping was delayed several weeks.

"We realized this situation and, as we had a large amount of stock to be shipped out of state, we were prepared for the natural rush in late March and April. We trained extra help in the shipping department and, as in previous years, we used a night crew to facilitate our shipping.

"Quality nursery stock was in short supply this spring; as a result, we are practically sold out. We are planting considerably more stock this year and, if our future orders are an indication, we will again be sold out

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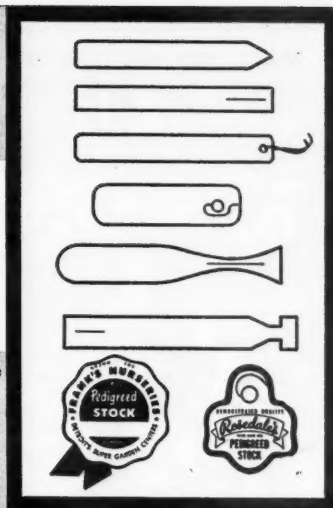
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and prices



of a great variety of stock for the fall season. Our aggressive advertising program has brought wonderful results in selling new items of merit.

"Our prices for the coming year will show approximately an 8 per cent increase. This, we believe, is necessary, because of the gradual increase in salaries and in all types of commodities used in our operation. We are looking forward to another excellent year, both in sales and in profits."

Expanding Market Told

Not only did the past season show a moderate increase for W. B. Clarke & Co., San Jose, Calif., but the potential market continues to show promise of expansion, notes Walter C. Borchers, president, as he reports on west coast activity:

"We have now completed one winter shipping season under a new management regime, which resulted in a moderate increase of total business. A few rough spots in the shipping procedures will be corrected before next winter. An extremely warm and late fall, coupled with an open winter here in the west, and an unusually severe and late winter in the rest of the country made it difficult to harvest our stock and schedule our shipments.

"Our program of increasing the quantity and quality of our container-grown stock has come along rapidly to meet the continuing heavy demand.

"As a result of the mild winter in California, most retailers have had an excellent winter and spring season, with sales probably equal to or exceeding those of the previous year, to date. Indications are that the demands will continue to increase in many lines and that supplies will not always be adequate. Prices in most cases are continuing firm, with mod-

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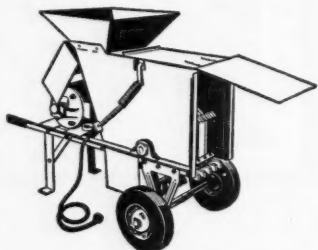
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erate increases being made on many items for the coming season.

"In general, the continuing increase of population and of new homes here in California is still placing a considerable pressure upon the wholesalers to produce sufficient nursery stock to meet the existing and potential demands. Costs of labor, materials and selling are continuing to rise, so that the wholesaler is constantly forced to make every effort to adjust to changing conditions, in order to continue a successful operation."

Oregon's Busiest Season

Andrew Sherwood, Sherwood Nursery Co., Corbett, Ore., tells of a rushing spring business and an optimistic outlook:

"We have just finished the busiest season we have ever known; our gross sales are probably higher than in any past year. The season opened with a rush early last fall, favorable weather making this possible. Had it not been for an unusually late spring we would have been unable to ship all orders and probably would have been compelled to cancel some. Our customers realized this, and because they did not put pressure on us, we were able to meet all requirements, except for some slight delays in shipping. For the most part, our weather was favorable, possibly a little wetter than usual, and we did have a rip-snorting blizzard in March.

"We are short of specimen stock and will be for at least two years. We have the best supply of young stock we have ever grown. Specimen stock will be at a premium for years to come. It is discouraging to tell a customer we just do not have all the material he wishes, but that is happening every day.

"Seasonal labor is a headache, but with new methods and materials we are gradually working away from this problem. Next season may possibly be heavier than this one. The over-all outlook for the future is exceptionally good."

More Oregon Optimism

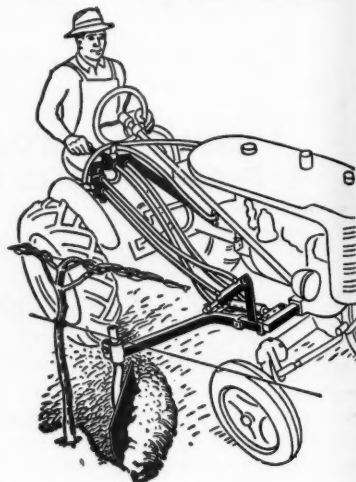
A. H. Steinmetz, Portland Wholesale Nursery Co., Portland, also cites gains in 1960 as follows:

"Spring business has been good with us. Even though the weather at times threatened to disrupt the season, we find that our sales are up moderately above any previous year's.

"Labor has not been a problem, except that overhead continues to inch up a bit each year. Nursery stock in this area did not suffer any

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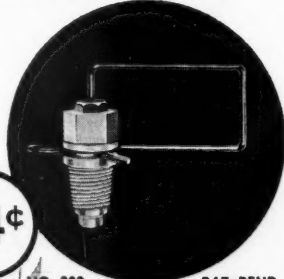
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injury from the elements. Other than in a few instances involving delay in transportation, orders have reached the customers in good condition and are, we presume, moving readily at retail.

"Flowering trees and evergreens were cleaned up well, and only in a few items, mainly maples, has there been a surplus. Some liners of fruit trees, apples in particular, moved slowly, and the carry-over is greater than usual.

"The supply of stock for next season may be up a little, but production is still on a conservative basis. Fruit tree seedlings will all come from fumigated soil, and growers in this area, in an effort to produce even cleaner and thriftier stock, are practicing soil fumigation more each year. Another item of interest is the fact that new varieties, especially in flowering trees, shrubs and ground covers, are being added to the list of wholesale stock available.

"Prices in a few cases are up slightly, just enough to help cover the cost involved in producing high-quality material.

"April was a wet month, and most growers are busy now with work that was delayed from one to three weeks. Growth of stock, however, has been retarded little, and only a week or two of warm May weather will get it back to normal.

"The demand for next year looks favorable, and there is the usual feeling of optimism among the nurserymen. Collections seem just a little slow at this time, but there is no indication that the credit situation is anything but normal, and it seems true that almost all nurserymen in this area have enjoyed a favorable year and that the usual margin of profit will prevail."

I. OWEN OSTBO, owner of the King of Shrubs Nursery, Bellevue, Wash., won three cups as top awards at the 11th annual rhododendron show held recently at Bellevue. The trophies were for the best landscape display, best plant and best hybrid seedling.

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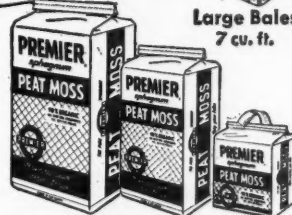
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MANY THANKS

to our friends and customers who have favored us with their business this past year.

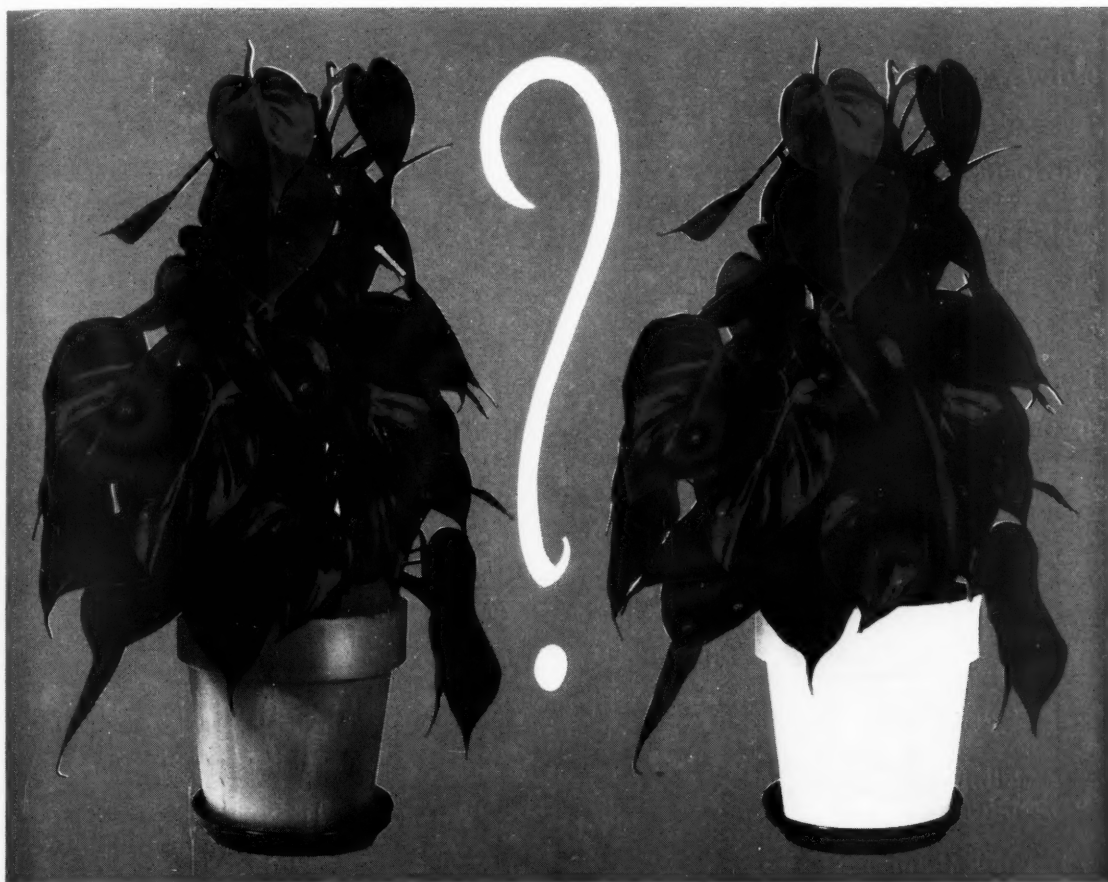
We are looking forward to serving you again as we enter our 92nd year of furnishing quality nursery stock to the nurseries of America.

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